



Renaissance Global Limited

Earnings Presentation

Q3 & 9M FY26



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.

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Renaissance Global Limited

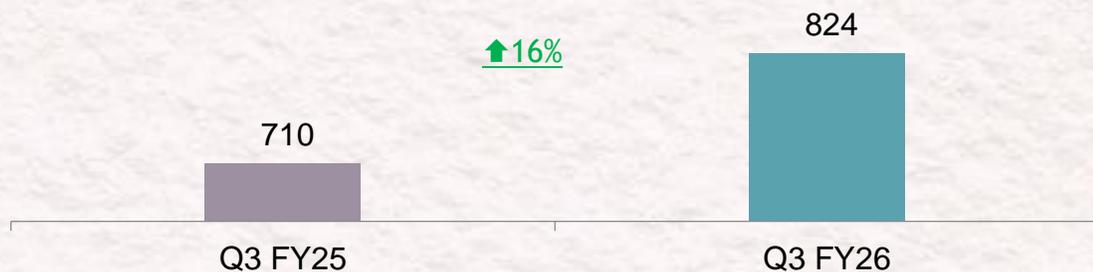
Q3 & 9M FY26 Results Overview



Q3 FY26 Financial Summary



Revenue (₹ Crore)*



PBT (₹ Crore)*

PBT Margin

4.5%

5.1%

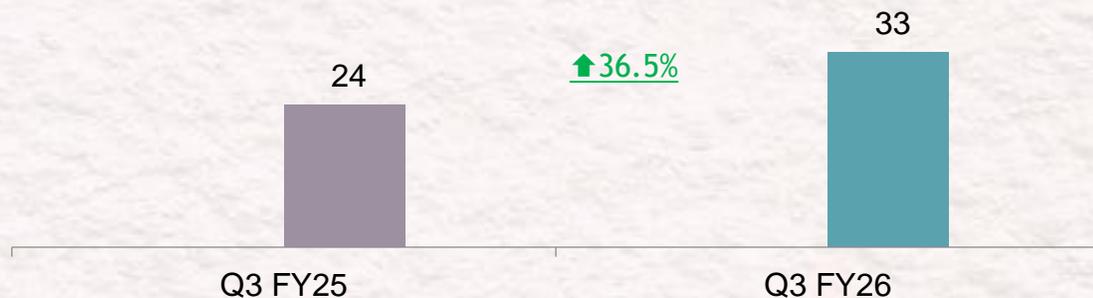


PAT (₹ Crore)*

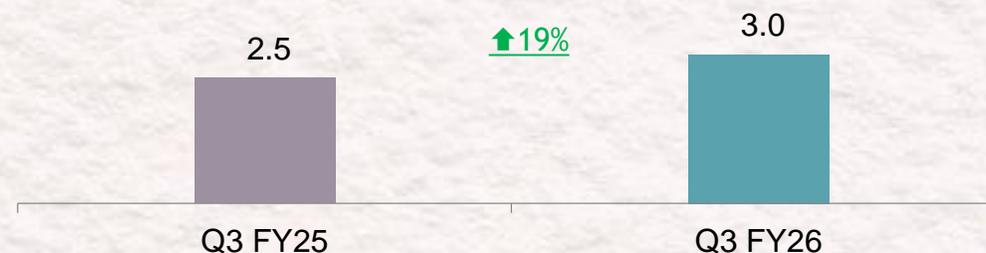
PAT Margin

3.4%

4.0%



EPS (₹)



Note: Sales figures & margins exclude bullion sales amounting to ₹ 139 crore.

Management Message



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

The Company continued to deliver robust growth in Q3 FY26, with business revenue* reaching ₹824 crore, marking a 16% YoY increase driven by steady demand and strong execution across operations. For 9M FY26, revenue growth accelerated to 28% YoY.

D2C continued to demonstrate strong growth momentum, delivering a robust 37.5% YoY increase to ₹91 crore in Q3 FY26. For 9M FY26, D2C revenue grew 39% YoY to ₹220 crore, reflecting strengthening brand equity, deeper customer engagement, and sustained traction across channels. The business has now scaled to an annualized revenue run rate (ARR) of approx. ₹300 crore, reinforcing its strong growth trajectory and expanding contribution to the overall portfolio.

EBITDA* in Q3 FY26 grew 19.5% YoY to ₹63.1 crore, with margins improving to 7.7%, supported by operating leverage, disciplined cost management, and structural efficiency enhancements. For 9M FY26, EBITDA increased by 16.8% YoY to ₹147, underscoring consistent operational strength and improved productivity.

Profit Before Tax for Q3 FY26 rose 31.4% YoY to ₹42 crore, driven by higher operating profitability, cost optimization, and controlled finance costs. On an adjusted basis, 9M FY26 PBT grew by 33.5% YoY, with margins expanding to 4.6% from 4.1% in the previous year, demonstrating sustained improvement in earnings quality and operating discipline.

Profit After Tax for Q3 FY26 increased 36.5% YoY to ₹33.2 crore, with PAT margins strengthening to 4.0%, reflecting enhanced efficiency and profitability. Adjusted PAT for 9M FY26 grew 36.6% YoY, with margins improving to 3.7%, highlighting strong bottom-line momentum and continued margin expansion.

Commenting on the performance, the management said:

“Q3 FY26 reflects the strength of our strategy, with consistent revenue growth and improved profitability driven by scale and execution discipline. Our focus remains on expanding core businesses, strengthening operating leverage, and investing selectively in capabilities that support sustainable growth. With a diversified portfolio, resilient demand environment, and strong execution framework, we are well positioned to deliver profitable growth and long-term value for our stakeholders”

* Note: 1. Business revenue adjusted for bullion sales amounting to ₹139 cr & ₹153 cr for Q3 & 9M FY26 resp.

2. PBT & PAT for 9M FY26 adjusted for an exceptional expense of ₹12.0 crore incurred due to the discontinuation of operations at our Bhavnagar facility.



Growing D2C (Owned Brands)



D2C segment is scaling rapidly, driven by strong brand portfolio, strategic focus, and digital excellence

Key Points:

- **Strategic Focus:** RGL is prioritizing its Direct-to-Consumer (D2C) segment as a key growth engine
- **Portfolio Expansion:** As part of our endeavor to grow the D2C branded segment, we have over the years launched and acquired multiple D2C brands
- **High-Growth, High-Margin Segment:** The D2C business represents a fast-growing and high-margin opportunity for RGL
- **Brand Portfolio:** Includes premium and accessible brands — *Jean Dousset*, *Irasva*, *Jewelili*, *Everyday Elegance*, and others
- **Digital Acceleration:** Enhanced e-commerce capabilities, targeted marketing, and customer engagement fueling growth
- **Strong Growth Momentum:** Revenue has grown 10x+ from FY22 to FY26 (projected)



Owned Brands Revenue growth over the past few years (INR Cr.)



Note: Driven by strong consumer demand and strategic growth initiatives, our owned brands have achieved 37% YoY growth and are on course to reach ₹305 crore in revenue this fiscal year.

Jean Dousset Expands to New York – A Milestone in Premium Lab-Grown Diamond Luxury



Brand Legacy & Positioning

- Founded by *Jean Dousset*, great-great-grandson of Louis Cartier
- Renowned for *refined design, ethical luxury, and exceptional craftsmanship*
- Selects only the top 0.1% of lab-grown diamonds; average engagement ring ≈ \$10,000

New York Boutique Highlights

- Marks expansion into one of the world's most influential luxury markets
- Dual experience:
 - **Bespoke Creations** – Custom design consultations
 - **Curated Collections** – Ready-to-purchase fine jewellery
- Delivers *exclusivity, convenience, and a personalized luxury experience*

Growth & Strategic Vision

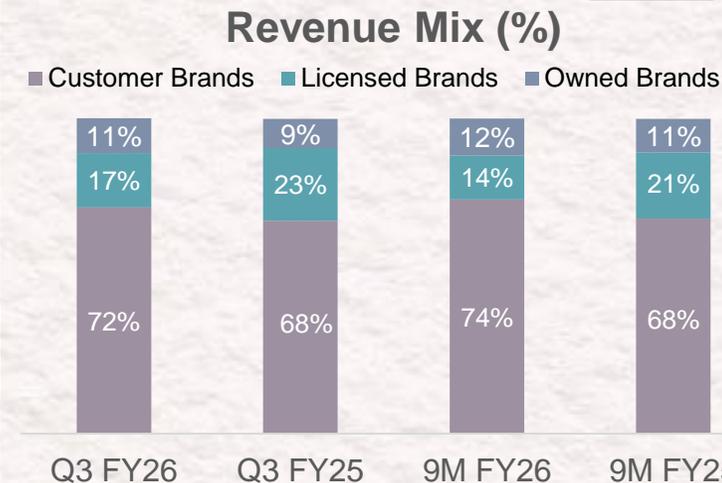
- FY 2024 Revenue: ₹85.1 Cr (+40% YoY)
- LA Flagship: ~\$3M (~₹25 Cr), contributing ~30% of total revenue
- Expansion Roadmap: 3 new boutiques in 2026 → total 5 global locations
- Driving *premium D2C growth, brand visibility, and profitability*



Q3 & 9M FY26 Operational Summary



Revenue Break-up (₹ Cr.)	Q3 FY26	Q3 FY25	Shift % Y-o-Y	9M FY26	9M FY25	Shift % Y-o-Y
Our Brands (D2C)	91.1	66.3	37.5%	219.9	158.2	39.0%
India	2.7	7.3	-63.0%	7.6	17.2	-56.1%
US	88.5	59.0	49.9%	212.4	141.0	50.6%
Licensed Brands (B2B + D2C)	141.4	163.6	-13.6%	264.4	308.6	-14.3%
Customer Brands	591.4	480.3	23.1%	1401.5	1006.9	39.2%
Revenue before discontinued operations & Bullion sales	824.0	710.1	16.0%	1885.9	1473.8	28.0%
Bullion sales	139.0	0.0		153.8	0.0	
Discontinued operations	-				92.8	
Total	962.9	710.1	35.6%	2039.6	1566.6	30.2%



EBITDA Break-Up (₹ Cr.)	Q3 FY26		Q3 FY25			9MFY26		9MFY25		
	EBITDA (₹ Cr)	EBITDA (%)	EBITDA (₹ Cr)	EBITDA (%)	Shift (bps)	EBITDA (₹ Cr)	EBITDA (%)	EBITDA (₹ Cr)	EBITDA (%)	Shift (bps)
Our Brands (D2C)	10.3	11.3%	5.2	7.9%	343	24.5	11.1%	12.7	8.0%	311
India	-0.3	-11.3%	-1.5	-21.0%	970	-0.9	-12.1%	-2.9	-16.7%	464
US	10.6	12.0%	6.7	11.4%	57	25.4	12.0%	15.6	11.0%	91
Licensed Brands (B2B + D2C)	18.2	12.9%	22.1	13.5%	-60	35.2	13.3%	45.7	14.8%	-151
Customer Brands	34.5	5.8%	25.4	5.3%	54	87.3	6.2%	67.4	6.7%	-46
EBITDA before discontinued operations & Bullion sales	63.1	7.7%	52.7	7.4%	23	147.0	7.8%	125.8	8.5%	-74
Discontinued Operations	0.0	0.0%	0.0	0.0%	0			0.8		
Total	63.1	6.5%	52.7	7.4%	-88	147.0	7.2%	126.7	8.1%	-88

Consolidated Profit & Loss Statement



Particulars (₹ Crores)	Q3 FY26	Q3 FY25	Y-o-Y Change (%)	9MFY26	9MFY25	Y-o-Y Change (%)
Revenues from Operations	962.9	710.1	35.6%	2039.6	1566.6	30.2%
Other Income	2.3	1.8	32.0%	9.5	5.5	71.5%
Total Income	965.3	711.9	35.6%	2049.1	1572.1	30.3%
COGS	752.7	518.6	45.1%	1527.0	1067.4	43.1%
Gross Profit	212.6	193.3	10.0%	522.0	504.7	3.4%
Gross Margin (%)	22.0%	27.2%	-513 bps	25.5%	32.1%	-663 bps
Employee Expenses	24.5	29.5	-17.1%	77.8	93.2	-16.5%
Advertisement & Sales Promotion Expenses	60.3	51.1	18.0%	118.6	104.1	13.9%
Other Expenses	64.7	60.0	8.0%	178.6	180.7	-1.2%
Total Expenses	149.5	140.6	6.4%	375.0	378.0	-0.8%
EBITDA	63.1	52.7	19.6%	147.0	126.7	16.0%
EBITDA Margin (%)	6.5%	7.4%	-88 bps	7.2%	8.1%	-88 bps
Depreciation & Amortization	8.1	7.3	11.2%	24.5	21.8	12.4%
Finance Costs & Interest on Leases	13.0	13.5	-4.0%	35.5	39.7	-10.6%
Adjusted PBT*	42.0	32.0	31.4%	87.0	65.2	33.5%
Adjusted Tax expense	8.8	7.6	15.1%	17.4	14.2	22.2%
Adjusted PAT*	33.2	24.3	36.5%	69.6	51.0	36.6%
Reported PBT	42.0	32.0	31.4%	75.0	65.2	15.1%
Tax expense	8.8	7.6	15.1%	15.0	14.2	5.3%
Reported PAT	33.2	24.3	36.5%	60.0	51.0	17.8%

* Note: An exceptional expense of ₹12.0 crore was incurred due to the discontinuation of operations at our Bhavnagar facility.

FY2026: Strategic Priorities



Fully capitalizing on potential of License Brands through Omni-channel approach



Profitable growth in B2B segment with cost optimization and working capital efficiency



Aggressive Organic and Inorganic growth in the D2C segment



Delivering value to shareholders through profit maximization and reduced capital deployment



Conference Call Details



Q3 & 9M FY26 Earnings Conference Call

Time • 4:00 p.m. IST on Friday, February 13, 2026

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 62801326 / 22 71158227

International Toll-Free

Number

- Hong Kong: 800964448
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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, 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, Marvel, Warner Bros and Netflix. Under its owned segment, it has a portfolio of brands such as Jean Dousset, 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:



Jagdish Bhanderi



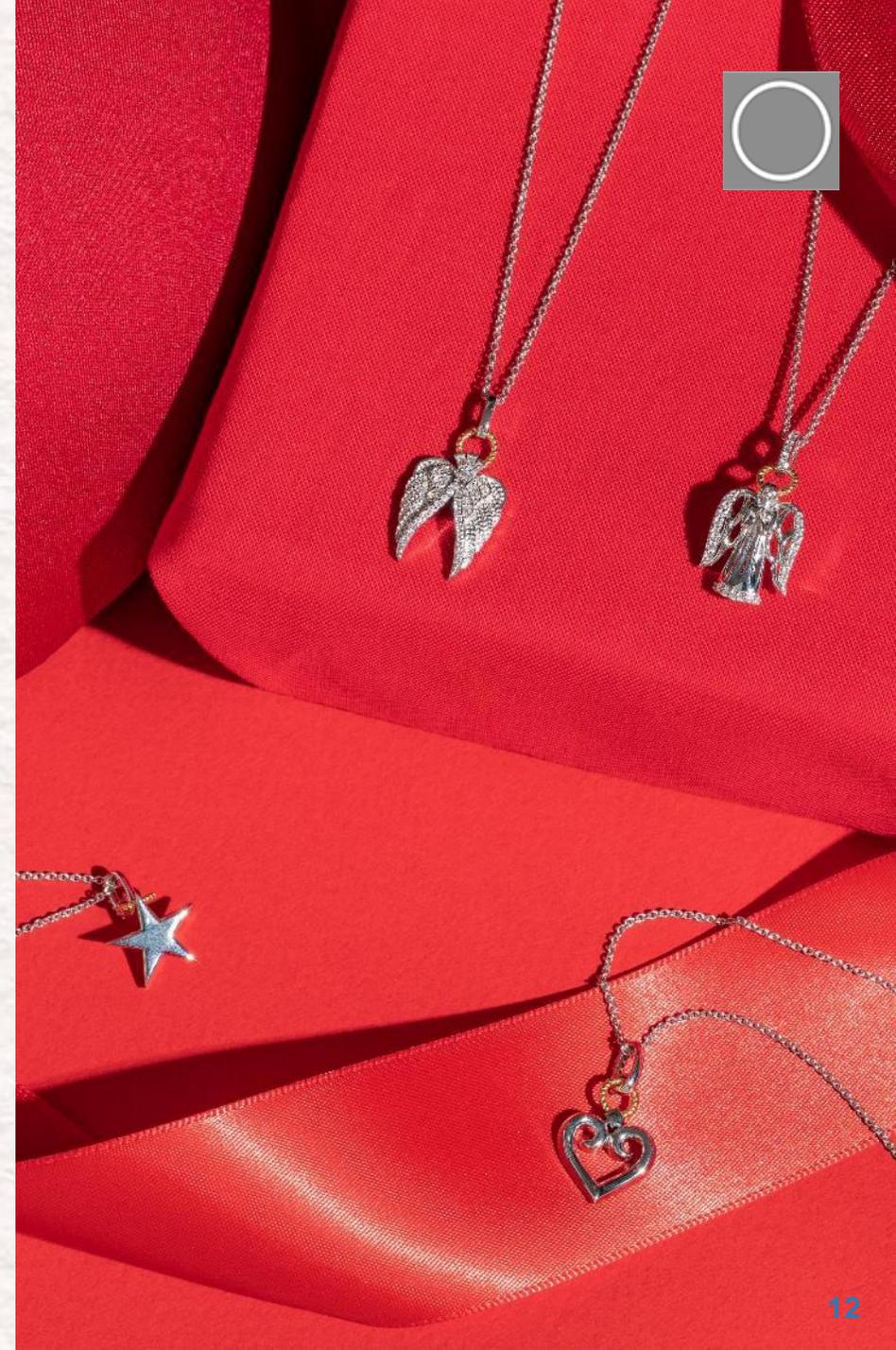
Renaissance Global Limited



Tel: 022 – 4055 1529



Email: jagdish.bhanderi@renaissanceglobal.com / investors@renaissanceglobal.com





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Thank You