

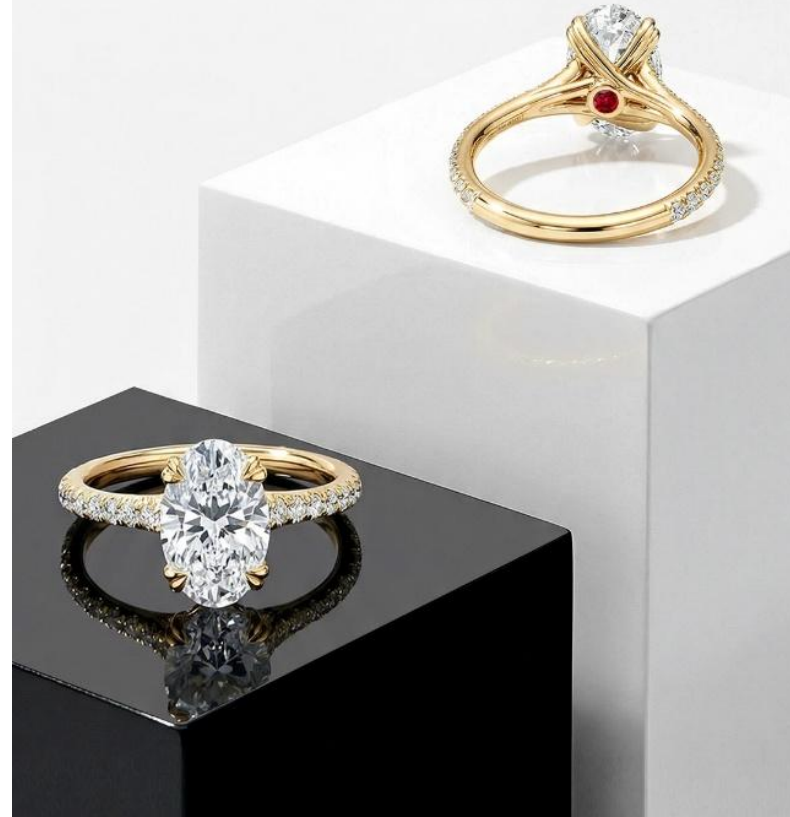


# Earnings Presentation

Q4 & FY26



JEAN DOUSSET



Enchanted  
Disney FINE JEWELRY



# 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

# Q4 & FY26 Results Overview



# Q4 FY26 Financial Summary



## Revenue (₹ Crore)\*



## EBITDA (₹ Crore)\*

EBITDA Margin

7.9%

8.3%

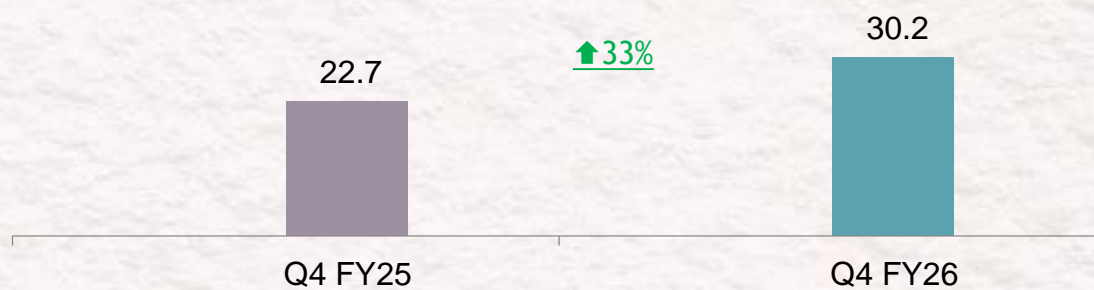


## PAT (₹ Crore)\*

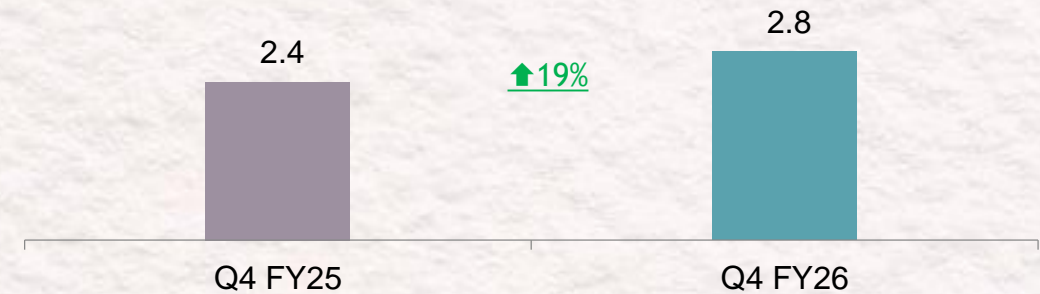
PAT Margin

4.4%

4.4%



## EPS (₹)



Note: Revenue and margins for Q4 FY26 excludes bullion sales amounting to ₹ 87.8 crore.

# FY26 Financial Summary



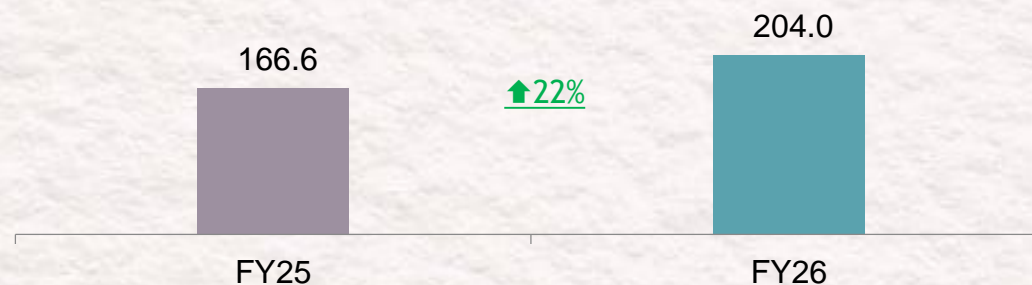
## Revenue (₹ Crore)\*



## EBITDA (₹ Crore)\*

EBITDA Margin 8.4%

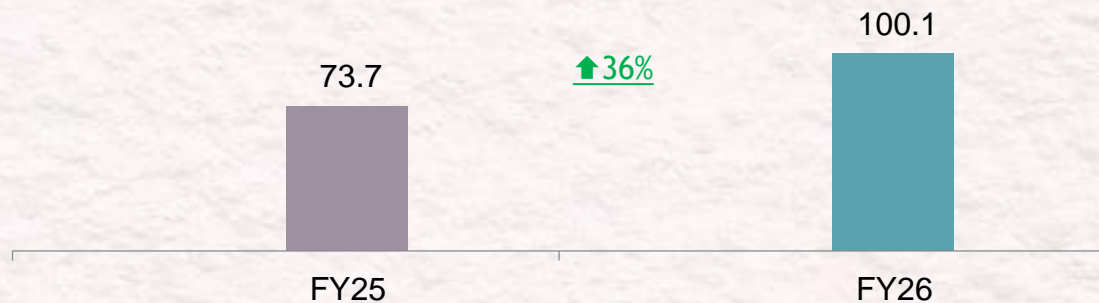
7.9%



## PAT (₹ Crore)\*

PAT Margin 3.5%

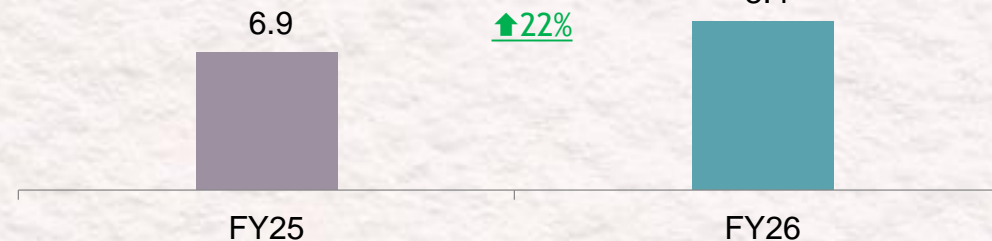
3.9%



## EPS (₹)

6.9

8.4



Note: 1. Revenue and margins for FY26 excludes bullion sales amounting to ₹ 241.6 crore.

2. Revenue and margins for FY25 excludes revenue from discontinued operations amounting to ₹ 92.8 crore

3. PAT for FY26 adjusted for an exceptional expense of ₹12.0 crore incurred due to the discontinuation of operations at our Bhavnagar facility.

# Management Message



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

We are pleased to report a strong performance for Q4 and FY26, driven by robust growth across our core businesses and sustained improvement in profitability.

Revenue\* grew by 29% YoY to ₹2,572 crore, while EBITDA increased by 22% YoY to ₹204 crore. Profit After Tax (before exceptional items) rose by 36% YoY to ₹100 crore, reflecting the strength of our business model and disciplined execution.

As committed to our stakeholders, we were able to achieve cost savings of approximately ₹40 crore through focused cost optimization initiatives and operational efficiencies, including the successful consolidation following the closure of the Bhavnagar facility in FY25. Importantly, these efficiencies were achieved even after integrating the Jean Dousset acquisition and expanding our retail footprint with the launch of an additional Jean Dousset store in New York in November 2025.

Following the successful launch of Jean Dousset's flagship store in New York, the company plans to strengthen its presence in the U.S. luxury jewelry market through the opening of four additional stores across key metropolitan cities. Driven by strong customer response and growing brand recognition, this expansion reflects the brand's commitment to bringing its signature craftsmanship, innovative design, and elevated customer experience closer to affluent consumers in high-growth luxury destinations.

Each existing JD store generates approximately ₹25–30 crore in annual sales, depending on the location, demonstrating the strong scalability and revenue potential of the brand's retail model. The company expects a similar positive performance trajectory from the new stores planned for FY27.

We are also seeing strong organic traction across our other D2C brands and we expect the U.S. D2C revenues to grow between 35% to 40% YoY to reach Rs. 375 crore by end of FY27, if these tailwinds continue.

We remain focused on driving sustainable growth, strengthening our brands, and improving profitability as we continue to build long-term value for all stakeholders.

\*Note: 1. Business revenue adjusted for bullion sales amounting to ₹241.6cr for FY26 resp.

2. PAT for 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:

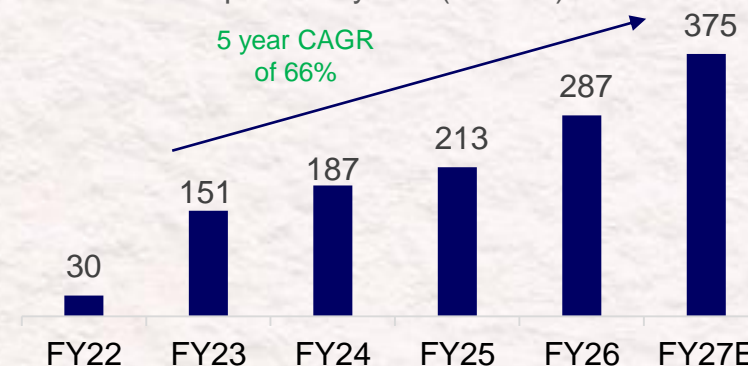
- **Strategic Focus:** RGL is prioritizing its Direct-to-Consumer (D2C) segment as a key growth engine
- **Portfolio Expansion:** As part of our endeavor to grow the D2C branded segment, we have over the years launched and acquired multiple D2C brands
- **High-Growth, High-Margin Segment:** The D2C business represents a fast-growing and high-margin opportunity for RGL
- **Brand Portfolio:** Includes premium and accessible brands — *Jean Dousset*, *WithClarity*, *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 9x+ from FY22 to FY26



JEAN DOUSSET

...Among others

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



# Jean Dousset Expands Further Across the U.S. – Strategic Retail Growth in FY2027



## Brand Legacy & Positioning

- Founded by *Jean Dousset*, great-great-grandson of Louis Cartier
- Renowned for refined design, ethical luxury, and exceptional craftsmanship
- Maintaining exclusive standards by showcasing only the top 0.1% of lab-grown diamonds

## FY2027 Retail Expansion & Revenue Outlook

- Following the strong success of Jean Dousset's New York flagship boutique, the brand plans to expand its U.S. retail presence with four new store launches in FY2027 across key luxury markets.
- Each JD store generates approximately ₹25–30 crore in annual sales, with the upcoming FY27 stores expected to achieve similar strong performance and scalability.

## Retail Experience & Brand Strategy

- Dual luxury experience across all locations:
  - **Bespoke Creations** – Custom design consultations
  - **Curated Collections** – Ready-to-purchase fine jewellery

## Growth & Strategic Vision

- FY2027 expansion to increase global retail footprint to **6 boutique locations**
- Strengthens premium D2C positioning and nationwide brand visibility
- Supports long-term revenue growth, profitability, and customer acquisition

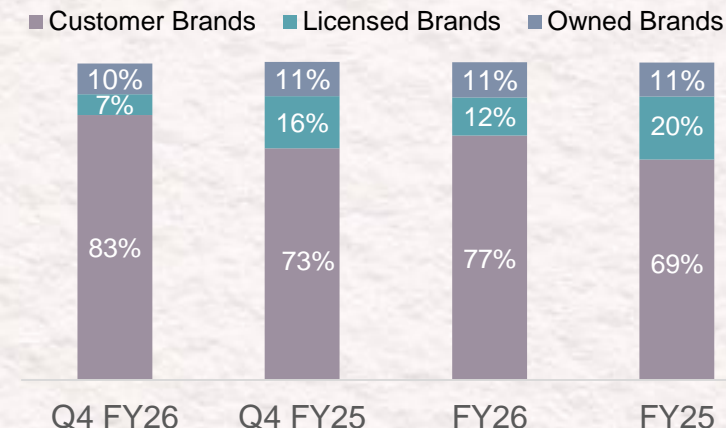


# Q4 & FY26 Operational Summary



Revenue Break-up (₹ Cr.)	Q4 FY26	Q4 FY25	Shift % Y-o-Y	12M FY26	12M FY25	Shift % Y-o-Y
<b>Our Brands (D2C)</b>	<b>67.0</b>	<b>55.4</b>	<b>20.9%</b>	<b>286.9</b>	<b>213.6</b>	<b>34.3%</b>
India	4.1	5.0	-17.6%	11.7	22.2	-47.4%
US	62.8	50.4	24.8%	275.2	191.4	43.8%
<b>Licensed Brands (B2B + D2C)</b>	<b>44.0</b>	<b>84.1</b>	<b>-47.8%</b>	<b>308.4</b>	<b>392.7</b>	<b>-21.5%</b>
<b>Customer Brands</b>	<b>574.7</b>	<b>374.9</b>	<b>53.3%</b>	<b>1976.2</b>	<b>1381.8</b>	<b>43.0%</b>
<b>Revenue before discontinued operations &amp; Bullion sales</b>	<b>685.6</b>	<b>514.4</b>	<b>33.3%</b>	<b>2571.5</b>	<b>1988.2</b>	<b>29.3%</b>
<b>Bullion sales</b>	<b>87.8</b>	<b>0.0</b>		<b>241.6</b>	<b>0.0</b>	
<b>Discontinued operations</b>	<b>-</b>				<b>92.8</b>	
<b>Total</b>	<b>773.4</b>	<b>514.4</b>	<b>50.4%</b>	<b>2813.0</b>	<b>2081.0</b>	<b>35.2%</b>

## Revenue Mix (%)



## EBITDA Break-Up

(₹ Cr.)	Q4 FY26			Q4 FY25			FY26			FY25		
	EBITDA (₹ Cr)	EBITDA (%)	Shift (bps)	EBITDA (₹ Cr)	EBITDA (%)	Shift (bps)	EBITDA (₹ Cr)	EBITDA (%)	Shift (bps)	EBITDA (₹ Cr)	EBITDA (%)	Shift (bps)
<b>Our Brands (D2C)</b>	<b>8.7</b>	<b>13.0%</b>	<b>388</b>	<b>5.1</b>	<b>9.1%</b>	<b>388</b>	<b>33.2</b>	<b>11.6%</b>	<b>326</b>	<b>17.8</b>	<b>8.3%</b>	<b>326</b>
India	-0.5	-13.0%	740	-1.0	-20.4%	740	-1.5	-12.4%	515	-3.9	-17.6%	515
US	9.3	14.8%	265	6.1	12.1%	265	34.7	12.6%	127	21.7	11.3%	127
<b>Licensed Brands (B2B + D2C)</b>	<b>5.3</b>	<b>12.1%</b>	<b>-130</b>	<b>11.3</b>	<b>13.4%</b>	<b>-130</b>	<b>40.5</b>	<b>13.1%</b>	<b>-138</b>	<b>57.0</b>	<b>14.5%</b>	<b>-138</b>
<b>Customer Brands</b>	<b>43.0</b>	<b>7.5%</b>	<b>97</b>	<b>24.4</b>	<b>6.5%</b>	<b>97</b>	<b>130.3</b>	<b>6.6%</b>	<b>-5</b>	<b>91.8</b>	<b>6.6%</b>	<b>-5</b>
<b>EBITDA before discontinued operations &amp; Bullion sales</b>	<b>57.0</b>	<b>8.3%</b>	<b>40</b>	<b>40.7</b>	<b>7.9%</b>	<b>40</b>	<b>204.0</b>	<b>7.9%</b>	<b>-44</b>	<b>166.6</b>	<b>8.4%</b>	<b>-44</b>
<b>Discontinued Operations</b>	<b>0.0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0</b>	<b>0.0%</b>	<b>0</b>			<b>0.8</b>			
<b>Total</b>	<b>57.0</b>	<b>7.4%</b>	<b>-55</b>	<b>40.7</b>	<b>7.9%</b>	<b>-55</b>	<b>204.0</b>	<b>7.3%</b>	<b>-79</b>	<b>167.4</b>	<b>8.0%</b>	<b>-79</b>

# Consolidated Profit & Loss Statement



Particulars (₹ Crores)	Q4 FY26	Q4 FY25	Y-o-Y Change (%)	FY26	FY25	Y-o-Y Change (%)
<b>Revenues from Operations</b>	<b>773.4</b>	<b>514.4</b>	<b>50.4%</b>	<b>2,813.0</b>	<b>2,081.0</b>	<b>35.2%</b>
Other Income	-0.8	2.6	-130.8%	8.7	8.1	7.0%
<b>Total Income</b>	<b>772.6</b>	<b>517.0</b>	<b>49.4%</b>	<b>2,821.7</b>	<b>2,089.1</b>	<b>35.1%</b>
COGS	603.4	346.7	74.0%	2,130.4	1,414.1	50.7%
<b>Gross Profit</b>	<b>169.2</b>	<b>170.3</b>	<b>-0.6%</b>	<b>691.3</b>	<b>675.0</b>	<b>2.4%</b>
<b>Gross Margin (%)</b>	<b>21.9%</b>	<b>32.9%</b>	<b>-1103 bps</b>	<b>24.5%</b>	<b>32.3%</b>	<b>-781 bps</b>
Employee Expenses	23.4	33.3	-29.6%	101.3	126.5	-20.0%
Advertisement & Sales Promotion Expenses	30.1	29.7	1.3%	148.7	133.8	11.1%
Other Expenses	58.7	66.5	-11.8%	237.3	247.2	-4.0%
<b>Total Expenses</b>	<b>112.2</b>	<b>129.5</b>	<b>-13.4%</b>	<b>487.2</b>	<b>507.5</b>	<b>-4.0%</b>
<b>EBITDA</b>	<b>57.0</b>	<b>40.7</b>	<b>40.0%</b>	<b>204.0</b>	<b>167.4</b>	<b>21.9%</b>
<b>EBITDA Margin (%)</b>	<b>7.4%</b>	<b>7.9%</b>	<b>-55 bps</b>	<b>7.3%</b>	<b>8.0%</b>	<b>-79 bps</b>
Depreciation & Amortization	8.9	8.4	6.4%	33.4	30.2	10.8%
Finance Costs & Interest on Leases	11.6	12.3	-6.3%	47.1	52.1	-9.5%
<b>PBT before Exceptional Items</b>	<b>36.5</b>	<b>20.0</b>	<b>82.6%</b>	<b>123.5</b>	<b>85.2</b>	<b>45.0%</b>
Adjusted Tax expense	6.3	-2.7	-330.9%	23.5	11.5	103.9%
<b>Adjusted PAT*</b>	<b>30.2</b>	<b>22.7</b>	<b>32.9%</b>	<b>100.1</b>	<b>73.7</b>	<b>35.8%</b>
<b>Reported PBT after Exceptional Items</b>	<b>36.5</b>	<b>20.0</b>	<b>82.6%</b>	<b>111.6</b>	<b>85.2</b>	<b>30.9%</b>
Tax expense	6.3	-2.7	-330.9%	21.3	11.5	85.0%
<b>Reported PAT</b>	<b>30.2</b>	<b>22.7</b>	<b>32.9%</b>	<b>90.3</b>	<b>73.7</b>	<b>22.5%</b>

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

# Consolidated Balance Sheet



Particulars (In ₹ Crores)	Mar-26	Mar-25	Particulars (In ₹ Crores)	Mar-26	Mar-25
<b>Shareholder's Funds</b>	<b>1,543.5</b>	<b>1,422.3</b>	<b>Non-Current Assets</b>		
Equity Share Capital	21.5	21.4	Fixed Assets – Tangible & Intangible	309.1	306.4
Reserves & Surplus	1,487.2	1,369.6	CWIP & Intangibles under development	0.6	0.2
<b>Minority Interest</b>	<b>34.8</b>	<b>31.3</b>	Other Non Current Assets	33.2	39.8
<b>Non-Current Liabilities</b>			Deferred Tax Assets (Net)	44.8	36.2
Borrowings	53.5	17.7	<b>Current Assets</b>		
Other Financial Liabilities	0.0	0.0	Current Investments	95.3	99.9
Long Term Provisions	1.8	0.3	Inventories	941.0	964.8
Other Non-Current Liabilities	139.1	134.7	Trade Receivables	840.7	708.0
Deferred Tax liabilities	0.7	0.0	Cash & Bank Balances	107.5	145.8
<b>Current Liabilities</b>			Cash in Short term investments	0.0	0.0
Income Tax Liabilities (net)	4.3	6.0	Short Term Loans & Advances	1.8	3.0
Short Term Borrowings	436.8	497.9	Other Current Assets	34.3	35.6
Trade Payables	137.0	193.2	Asset Classified for Sale	0.0	0.0
Other Financial Liabilities	80.3	38.0	Current Tax Assets (Net)	3.9	0.0
Other Current Liabilities	13.1	26.8			
Short Term Provisions	1.9	2.8			
<b>Total Equity &amp; Liabilities</b>	<b>2,412.1</b>	<b>2,339.7</b>	<b>Total Assets</b>	<b>2,412.1</b>	<b>2,339.7</b>

# FY2027: 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

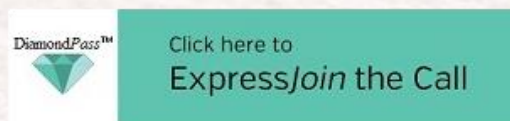


## Q4 & FY26 Earnings Conference Call

**Time** • 4:00 p.m. IST on Friday, May 29, 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:



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- 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, WithClarity, 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**