CIN.: L36911MH1989PLC054498

REGD. OFFICE / UNIT I : PLOT NO. 36A & 37, SEEPZ, ANDHERI (E), MUMBAI 400 096. TEL. : 022-4055 1200 | FAX : 022-2829 2146 | WEB: WWW.renaissanceglobal.com

Ref. No.: RGL/S&L/2024/146

November 13, 2024

BSE Limited

Listing Department
Phiroze Jeejeebhoy Towers
Dalal Street, Fort, Mumbai – 400 001

Scrip code: 532923

National Stock Exchange of India Ltd.

Exchange Plaza, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051

Symbol: RGL

Sub.: Press Release and presentation on earnings for Q2 & H1 FY 25.

Dear Sir

We are enclosing herewith Press Release on Q2 & H1 FY25 Results and Presentation on earnings for Q2 & H1 FY25 to highlight the performance of second quarter and half year ended September 30, 2024.

We request you to upload the same under the suitable section of your website.

Thanking you,

Yours faithfully, For Renaissance Global Limited

CS Vishal Dhokar Company Secretary & Compliance Officer

Encl.: As Above

RENAISSANCE GLOBAL LIMITED

CIN.: L36911MH1989PLC054498

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PRESS RELEASE

Renaissance Global announces Q2 & H1 FY25 Results

Q2 FY25

Adj. EBITDA up by 42% YoY Adj. PAT up by 50% YoY

Cash and Investments up by 58 crore QoQ

Net Debt down by 42 crore QoQ

Mumbai, **November 13**, **2024**: Renaissance Global Limited, a branded and differentiated jewellery products Company, has announced its financial results for the quarter ended September 30, 2024.

Q2 FY25 performance overview compared with Q2 FY24

- Total Income from continuing operations stood at Rs. 391.6 crore vs Rs. 379.8 crore
 - Licensed Brands (B2B + D2C) Jewellery business revenues grew by 2.5% to Rs.
 56.7 crore
 - Our Brands (Direct-to-Consumer) business revenues up 7.3% to Rs. 41.9 crore
- Adjusted EBITDA from continuing operations stood at Rs. 40.4 crore as against Rs. 28.4 crore, up by 42%
 - o Adjusted EBITDA Margins stood at 10.3% as against 7.5%, up by 284 bps
- Adjusted PAT up by 50% to Rs. 15.7 crore as against Rs. 10.5 crore.

H1 FY25 performance overview compared with H1 FY24

- Total Income from continuing operations stood at Rs. 763.6 crore vs Rs.782.8 crore
 - Licensed Brand Jewellery business revenues up 15.4% to Rs. 145 crore
 - Our Brands (Direct-to-Consumer) business revenues up 18.5% to Rs. 91.9 crore
- Adjusted EBITDA at Rs. 79.4 crore as against Rs. 60.3 crore, up by 31.8%
 - Adjusted EBITDA Margins stood at 10.4% as against 7.7%, up by 271 bps
- Adjusted PAT stood at Rs. 31.4 crore as against Rs. 24.7 crore, up by 27.1%

RENAISSANCE GLOBAL LIMITED

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Commenting on the performance for Q2 & H1 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."

RENAISSANCE GLOBAL LIMITED



REGD. OFFICE / UNIT I : PLOT NO. 36A & 37, SEEPZ, ANDHERI (E), MUMBAI 400 096. TEL. : 022-4055 1200 | FAX : 022-2829 2146 | WEB: www.renaissanceglobal.com

About Renaissance Global Limited (Renaissance)

Renaissance Global Limited, (Renaissance) (BSE: 532923, NSE: RGL), is a global branded jewellery player. Renaissance designs, manufactures, and supplies branded jewellery across key high-potential markets in USA, Canada, UK & Asia. The product portfolio encompasses Owned Brands, Licensed Brands & Customer Brands segments, with strong focus on overall 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 6 D2C websites to market & supply licensed brands & owned brands.

For further information on the Company, please visit www.renaissanceglobal.com

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DISCLAIMER:

This press release 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. In particular, 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.



Results Presentation

Q2 & H1 FY25













Disclaimer



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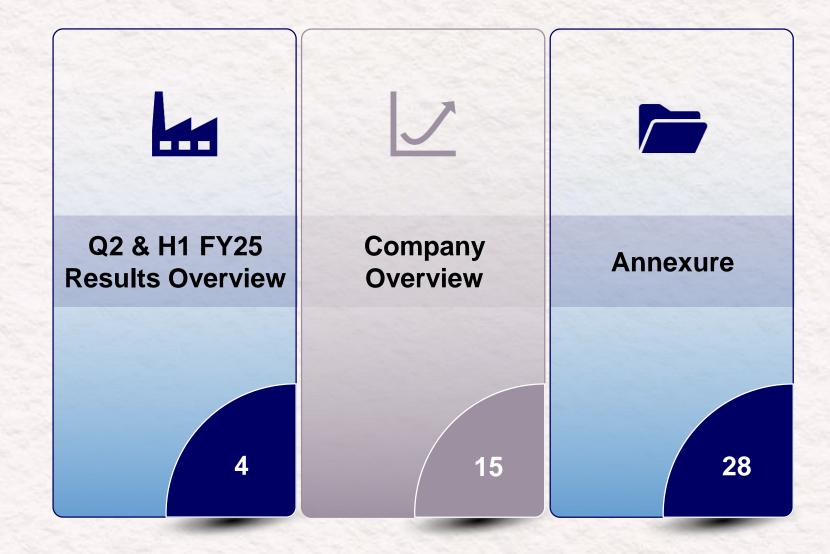
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Content







Q2 & H1 FY25 Results Overview

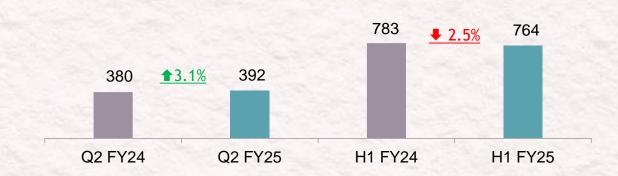


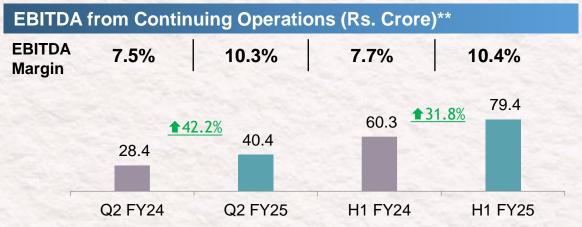


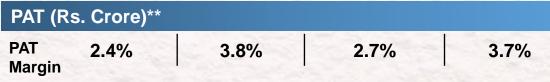
Q2 & H1 FY25 Financial Summary

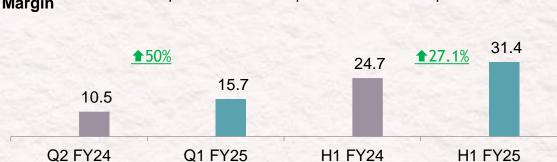


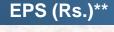














Note: *Adjusted for discontinued operations

^{**} 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:

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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)



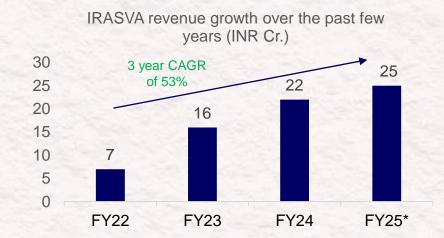
India Business

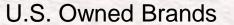




- IRASVA is a fine jewellery brand based in India.
- It's Inaugural store was launched in May 2019 in South Mumbai
- Currently we have four stores –Two stores in Mumbai, one in Ahmedabad and one in Hyderabad.

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











...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.)



Note: *ARR FY25

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.

Specialty Jewellery Stores B₂B Big departmental stores Websites owned and managed by us D₂C











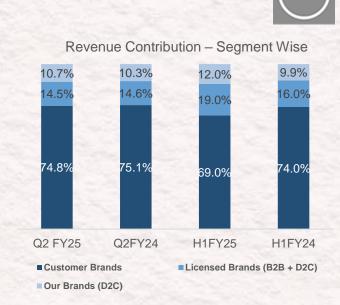


Click on the brand logos for visiting the websites. (WB and DC websites yet to developed).

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	Q2	Q2	Shift %	H1	H1	Shift %
(₹ Cr.)	FY25	FY24	Y-o-Y	FY25	FY24	Y-o-Y
Our Brands (D2C)	41.9	39.1	7.3%	91.9	77.6	18.5%
India (Irasva)	6.0	6.6	-9.7%	10.0	9.7	2.4%
US owned Websites	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	Q2 F	Y25		Q2 FY24		H1F	Y25		H1FY24	
(₹ Cr.)	EBITDA (₹ Cr)	EBITDA (%)	EBITDA (₹ Cr)	EBITDA (%)	Shift (bps)	EBITDA (₹ Cr)	EBITDA (%)	EBITDA (₹ Cr)	EBITDA (%)	Shift (bps)
Our Brands (D2C)	3.7	10.3%	1.8	4.5%	(bps) 575	7.5	8.1%	3.4	4.3%	(bps) 381
India (Irasva)	(1.0)	-16.0%	(0.9)	-13.2%	-280	(1.4)	-13.6%	(2.0)	-20.3%	664
US owned Websites	4.6	12.9%	2.6	8.1%	480	8.8	10.8%	5.3	7.8%	293
Licensed Brands (B2B + D2C)	9.4	16.5%	8.4	15.2%	132	23.7	16.3%	19.5	15.5%	80
Customer Brands	27.4	9.4%	18.3	6.4%	295	45.4	8.6%	37.4	6.5%	216
EBITDA before discontinued operations	40.4	10.3%	28.4	7.5%	284	76.5	10.0%	60.3	7.7%	232
One-time Restructuring Expense	(3.4)					(3.4)				
Discontinued Operations	(2.1)	-10.4%	3.3	5.3%	-1570	0.8	0.9%	8.2	6.2%	-529
Total	35.0	8.5%	31.7	7.2%	132	73.9	8.6%	68.5	7.5%	115

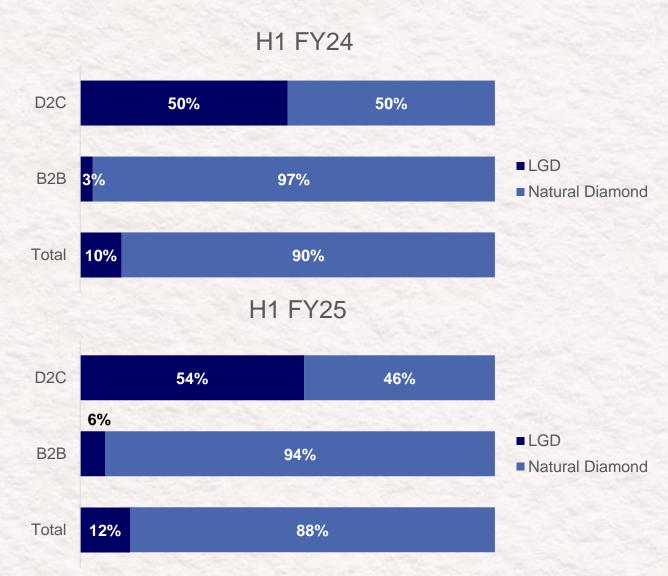
Note: 1) We have adopted a new presentation to show our performance for owned brands and licensed brands separately.

¹⁰

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

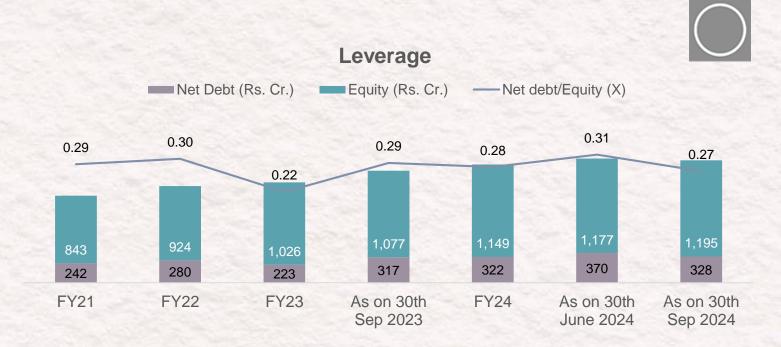


- Globally, LGDs have gained widespread traction, especially in the segments of engagement rings and solitaire jewellery
- * Currently, 54% of Renaissance's direct-to-consumer (D2C) sales are attributed to LGDs, underscoring their increasing preference among customers, particularly due to the notable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

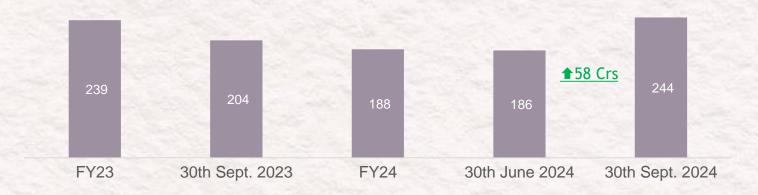


Strong Balance Sheet

- * 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%
Profit/(Loss) on Restructuring expense	(3.4)			(3.4)		
PBT after restructuring exppenses	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%

Note: Basic EPS adjusted for current shares outstanding

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	- T	(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			
Other Financial Liabilities			Current Assets		
Long Term Provisions	(0.0)	1.9	Current Investments	118.4	112.9
Other Non-Current Liabilities	135.0	134.4	Inventories	1,145.0	1,029.3
Current Liabilities			Trade Receivables	480.5	435.1
Income Tax Liabilities (net)	6.6	0.4	Cash & Bank Balances	125.3	90.8
Short Term Borrowings	550.2	485.4	Cash in Short term investments		0.8
Trade Payables	281.1	268.7	Short Term Loans & Advances	3.5	3.7
Other Financial Liabilities	22.3	20.6	Other Current Assets	47.9	43.1
Other Current Liabilities	14.3	16.7	Asset Classified for Sale		
Short Term Provisions	3.5	2.5	Current Tax Assets (Net)		
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





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 globallyrecognized 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%

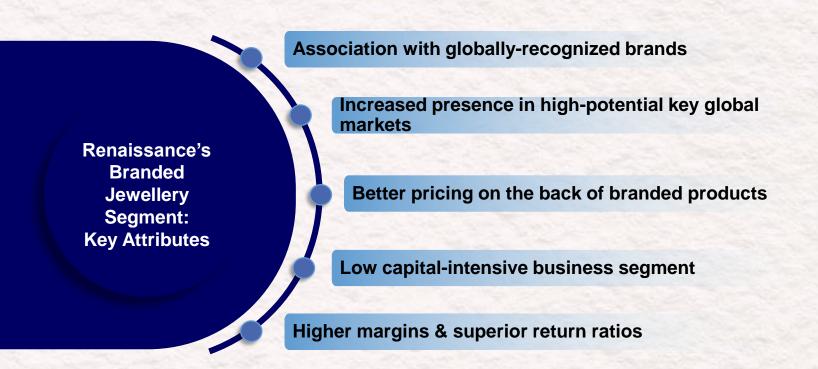
Branded jewellery* EBITDA margins in H1 FY25 0.27

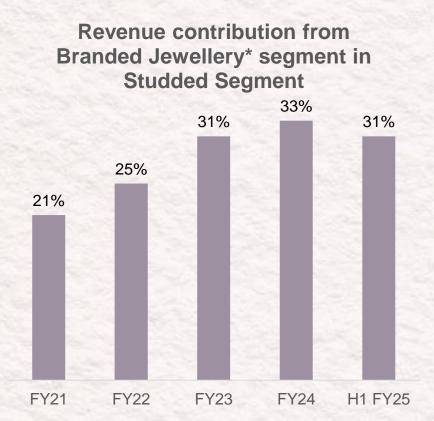
Net debt to equity as on H1 FY25

^{*}Branded jewellery revenue corresponds to D2C and Licensed Brands

Building a Global Branded Jewellery Business







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

Branded Jewellery Business Model



Brands

















Click on the logo for the website link

Design & Manufacturing



& 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



Renaissance Global

Global Brands

PUSH STRATEGY

- * Conceptualisation & design
- * Manufacturing
- * Product marketing
- * Distribution

Licensing agreements

- * Long-term license contracts
- * Specific products license exclusivity

PULL STRATEGY

- * Brand development
- * IP rights of brands
- * Marketing
- * Brand management

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.

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

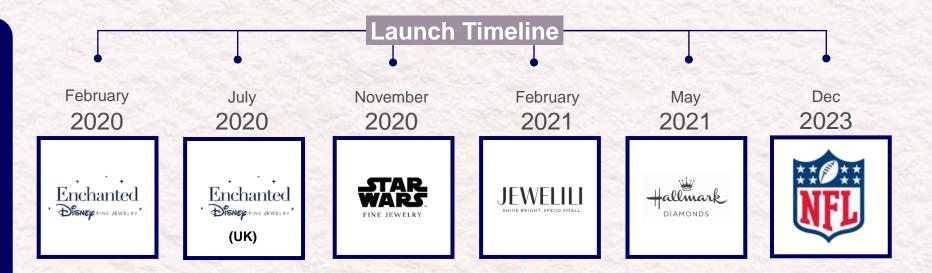
Building a strong portfolio of licensed and owned brands



Establishing High-Potential D2C Division



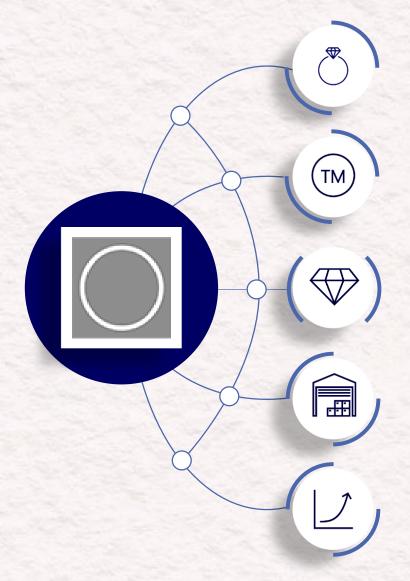
- * Successfully developed and launched 6 online stores
- * Monthly visitors on websites grown 10x since Feb 2020
- Segment enjoys higher margins and healthy working capital cycle



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





ESGInitiatives





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





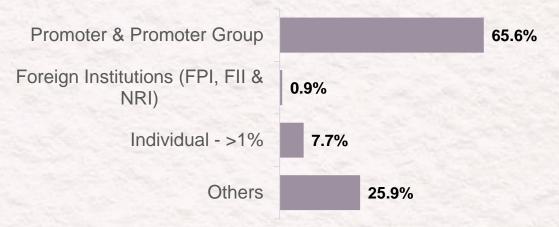
Annexure





Market Snapshot

Shareholding Pattern*



*Holding as on 30th Sept. 2024

Key Market Statistics	As on 30 Sept2024 (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



Time	 2:30 p.m. IST on Friday, November 15, 2024 				
Pre-registration	To enable participants to connect to the conference can without having to wait for an operator, please register at the below mentioned link:				
	DiamondPass™ Click here to ExpressJoin the Call				
Primary dial-in number	• + 91 22 6280 1141 / 7115 8042				
	Hong Kong: 800 964 448				
International Toll-Free	• Singapore: 800 101 2045				
Number	• 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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Thank You