



RENAISSANCE GLOBAL LIMITED

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Ref. No.: RGL/S&L/2024/177

December 04, 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
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Sub.: Investor Presentation.

Dear Sir

We are enclosing herewith Investor Presentation for updating our investors.

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

Investor Presentation



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

Company Overview



Corporate Snapshot



Global 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

#1

Global Branded Jewelry Player

29 Years

Of creating incredible jewelry

7

Licensing agreements with global brands

1,863 cr.

Revenues in FY24*

3

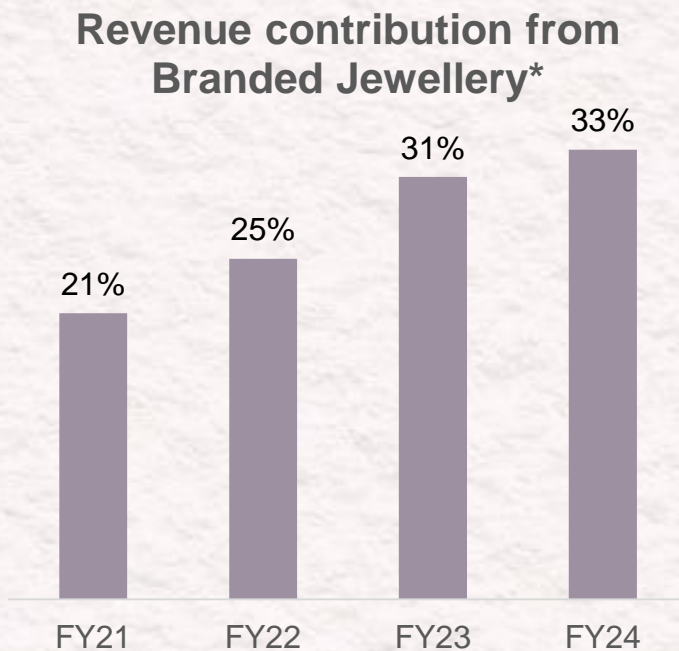
Owned brands

* Adjusted for discontinued operations

Building Success Through Strategic Acquisitions



Revenue contribution from Branded Jewellery*



1. Foundation of Growth (1995) - Mayur Gem and Jewellery Exports Acquisition:

- Initial capital of \$200,000 to start the venture.
- Began as contract manufacturers for US wholesalers & transitioned to designing and selling jewellery to large retailers.

2. Expansion into Gemstones (2013) - Acquisition of Jewel America:

- Specialization in the gemstone business in the US.
- Allowed entry into the gemstone market and cross-selling opportunities and was a significant enabler for market expansion in the US.
- Revenue of gemstone business stood at 120cr in FY24 compared to 20cr in FY13

3. Pivot to Branded Jewelry (2015 & 2018) - Acquisition of Jay Gems Inc USA (2018):

- Exclusive licensing agreement for Enchanted Disney Fine Jewellery.
- Established RGL as a prominent player in the branded fine jewellery segment.
- Revenue increased to 437cr in FY24 from 125cr in FY19

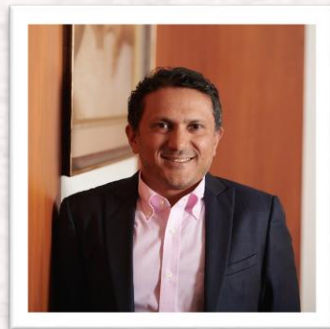
4. Foray into D2C Custom jewellery - Acquisition of FMI USA (2021):

- Significant headstart in custom lab grown jewellery business
- Established RGL as a prominent player in the branded fine jewellery segment.
- Revenue of US brands up 5x to 200cr* in FY25 from 40cr in FY22

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

*Branded jewellery revenue corresponds to D2C and Licensed Brands

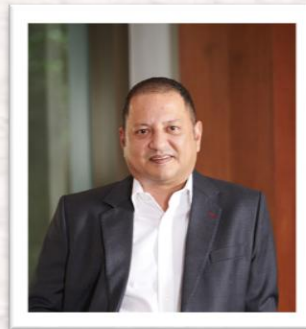
Robust Management Team



Sumit N. Shah

Chairman & Global CEO

After obtaining a degree in Finance from the US, Mr. Sumit Shah moved back to India in 1995 to explore a career in the gems and jewellery industry. He decided to move into the jewellery manufacturing and export business and set-up Renaissance Global Ltd. in 1995. He has successfully steered the Company over 25 years, making it one of the largest jewellery exporters in India. Today, Mr. Sumit Shah is Chairman of the Board and is responsible for overall strategic planning, mergers & acquisitions and execution of long term plans of the Company, with a special focus on developing the next growth engines of the Company.



Neville Tata

Executive Director

With over three decades of experience in the jewellery business, Mr. Neville Tata has a strong grasp of the jewellery production process. His areas of expertise include manufacturing, quality control, personnel planning, industrial relations and talent development. He has been with the company for over 23 years and has been instrumental in the setting up and running of the Company's manufacturing facilities across various locations. He has been successful in developing effective processes and standards for production and directing quality assurance efforts.



Darshil Shah

Executive Director

A qualified Chartered Accountant by profession, Mr. Darshil Shah started his career in the field of business strategy, mergers & acquisitions, international taxation and corporate finance. Mr. Shah joined the Company in 2015 & spearheaded the Middle East division of the company out of the UAE office from 2016 upto 2020. He then moved back to help develop and execute the Groups business strategies by monitoring day to day execution and operations of the Group. His areas of focus include strategic corporate finance, corporate strategy, mergers and acquisitions and operations management. He was appointed to the Company's Board of Directors in December 2021.

Robust Management Team



Marie Audier
CEO – With Clarity

Audier's expertise lie in business development, e-commerce, strategic marketing, advertising and product innovation. She has over 20+ years of experience in the beauty and fashion industries. Marie has spent her entire career in beauty and fashion in different global marketing leadership positions in Europe and the US, having worked for brands such as Garnier, Lancome, Kiehls, and Maybelline. After having served as the Global CMO of Coach, she left the corporate life to start a successful entrepreneurial career as the founder of the Selects Gallery, an online gallery of large format fashion photography.



Roopam Jain
President of Brands – RJNY

Mr. Jain is a MBA graduate from Fordham Gabelli School of Business Fordham Gabelli School of Business & has 25+ years experience in various leadership roles in Gems & Jewellery industry. Mr Jain handles Brand licensing, merchandising, brand conceptualization, communication, etc.



Suhel Kothari
President – Verigold

Seasoned professional with over 20 years of experience, specializing in the fine jewelry industry. His expertise lies in client relationship management, financial management, and strategic operations within the luxury sector. Suhel is known for his leadership and client-centric approach, he excels at building trust, enhancing brand value, and navigating the complexities of the global jewelry market.

State-of-the-Art Manufacturing Facilities



- * Robust manufacturing setup: 172,000 sq. ft. across 8 manufacturing facilities and employ over 3,400+ trained people
- * Global manufacturing technologies: Casting, CNC Machining and 3D Printing
- * High-productivity model: Efficient cost optimization & inventory management





Renaissance 2.0



A Journey of Strategic Growth



- **FY24 Revenue Snapshot:**

- Revenue of ₹1,864 crores (without discontinued operations), reflected a balanced mix of business segments. Branded jewelry revenue - contributed ₹623 crores, representing 33% of total sales and an important driver of our growth strategy.

- **The Branded Jewellery Segment – Growth Drivers:**

- **Licensed Brands:** Revenue of ₹436 crores, driven by partnerships with iconic brands such as Disney, Hallmark, Warner Bros & NFL. This segment has a healthy EBITDA margin of 15.4%, with growth & operating leverage our expectation is that this segment will deliver 16%-18% EBITDA margins over time.
- **Our Own Brands:** The journey of our brands (Irasva, With Clarity & other own brands) has just begun, generating ₹187 crores in revenue in FY24. Our Brands have grown from 30 crores in FY22 to 187 crores in FY24.
- With the initial growth investments now completed, we expect operating leverage to kick in and take EBITDA margins into double digit range.

- **Customer Brands Transformation**

- Customer Brands Revenue stood at ₹1,239 crores in FY24, forming the foundation of our revenue structure. The EBITDA margin of the segment currently stands at 6.2%. After a detailed strategic review we have undertaken process re-engineering and capacity rationalization measures in this division. This should result in cost reduction and operating efficiencies of ₹40-50 crores on an annualized basis.

Growing D2C (Owned Brands)



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.

India Business

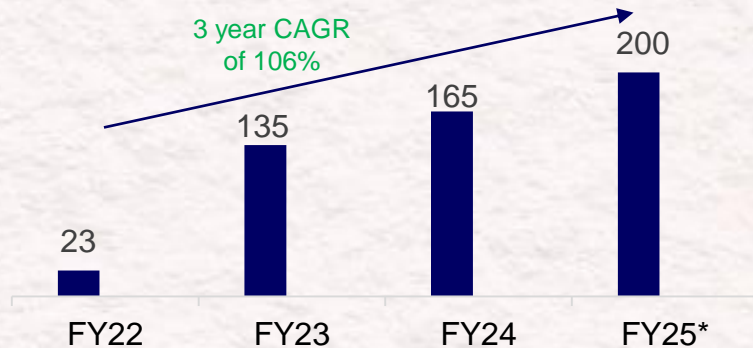


IRASVA

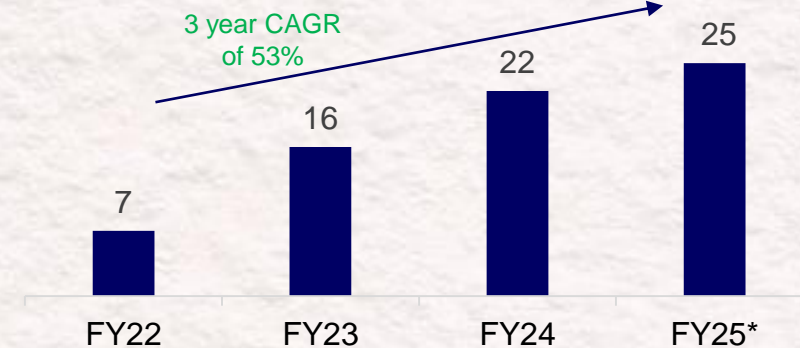
- IRASVA is a fine jewellery brand based in India.
- It's Inaugural store was launched in May 2019 in South Mumbai.
- Currently we have four stores –Two stores in Mumbai, one in Ahmedabad and one in Hyderabad.

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

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



IRASVA 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, market and distribute jewellery using these licenses through B2B channels as well as Direct to Consumer (D2C).
- The revenue in this segment was Rs. 437 Crores in FY24 with an EBITDA margin of 15.4%, representing 21% of total studded revenue.



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

We expect the segment to grow in double digits with addition of new licenses and introduction of lab grown jewelry

Customer Brands – A Legacy of Excellence



▪ **Crafting Global Excellence for 29+ Years**

- Unmatched Design Expertise
- 100,000+ proprietary designs created over 29 years.
- Capability to craft 1,200+ new, unique designs every month.

▪ **Delivering Magical Customer Experiences**

- Trusted by specialty jewellery retailers like Kays, Zales, Fred Meyer, and Helzberg Diamonds.
- Partnering with major department stores, including JCPenney, Macy's, and Walmart.

▪ **Strategic Focus & Growth Opportunity**

- Focusing on Designer Brands such as Monica Vinader, Guess, & Morellato.
- Doubling down on the designer brand segment within Customer Brands.
- This strategic move aligns with high-margin growth, as the designer brand segment boasts an EBITDA margin of 15%, significantly higher than the traditional 6%-8% margins.

▪ **Margin Enhancement Initiatives**

- Cost Optimization for Profitability
- A strategic cost reduction exercise has been implemented to save ₹50 crores, directly contributing to margin improvement.
- These initiatives enhance operational efficiencies and strengthen the financial foundation of our Customer Brands division.

Operational Summary



Revenue Break-up (₹ Cr.)	FY23	FY24	H1 FY24	H1 FY25	Shift
D2C (Our Brands)	150.5	187.4	77.6	91.9	18.5%
<i>India brand (Irasva)</i>	16	22.2	9.7	10.0	2.4%
<i>US Brands</i>	134.5	165.2	67.9	82.0	20.8%
Licensed Brands (B2B + D2C)	422.3	436.6	125.6	145.0	15.4%
Customer Brands	1,417.9	1,239.4	579.6	526.6	-9.1%
Total	1,990.7	1,863.4	782.8	763.6	-2.5%

EBITDA Break-Up (₹ Cr.)	FY23		FY24		H1FY24		H1FY25		Shift (bps)
	EBITDA	EBITDA %	EBITDA (₹ Cr)	EBITDA (%)	EBITDA (₹ Cr)	EBITDA (%)	EBITDA (₹ Cr)	EBITDA (%)	
D2C (Our Brands)	(3.7)	-2.5%	10.3	5.5%	3.4	4.3%	7.5	8.1%	381
<i>India brand (Irasva)</i>	(4.0)	-25.0%	(3.4)	-15.1%	(2.0)	-20.3%	(1.4)	-13.6%	664
<i>US Brands</i>	0.3	0.2%	13.7	8.3%	5.3	7.8%	8.8	10.8%	293
Licensed Brands (B2B + D2C)	74.9	17.7%	67.2	15.4%	19.5	15.5%	23.7	16.3%	80
Customer Brands	79.7	5.6%	75.8	6.2%	37.4	6.5%	45.4	8.6%	216
Total	150.9	7.6%	153.3	8.2%	60.3	7.7%	76.5	10.0%	232

Consolidated Profit & Loss Statement



Particulars (Rs. Crores)	FY23	FY24	H1 FY24	H1FY25	Change %
Revenues from Operations	2,236.6	2,107.1	915.1	856.4	-6.4%
Other Income	6.1	9.8	4.4	3.7	-14.5%
Total Income	2,242.7	2,116.9	919.5	860.2	-6.5%
COGS	1,631.3	1,468.0	634.2	548.8	-13.5%
Gross Profit	611.3	648.9	285.2	311.4	9.2%
Gross Margin (%)	27.3%	30.8%	31.0%	36.2%	518 bps
Employee Expenses	113.7	126.4	61.1	63.7	4.3%
Advertisement & Sales Promotion Expenses	102.0	123.2	42.6	53.0	24.5%
Other Expenses	227.6	231.8	113.1	117.3	3.7%
EBITDA	168.0	167.5	68	77.3	13.0%
EBITDA Margin (%)	7.5%	7.9%	7.5%	9.0%	155 bps
Depreciation	13.6	14.9	6.9	7.4	7.2%
Amortization	18.4	15.3	8.2	7.1	-13.3%
Finance Costs	34.8	45.2	22.4	22.8	1.4%
Interest on Leases	6.5	6.7	0.9	3.5	267.6%
PBT Before restructuring expenses	94.7	85.4	30.0	36.6	22.2%
Restructuring expenses	-	-		3.4	
PBtafter restructuring expenses	94.7	85.4	30.0	33.2	10.9%
Tax expense	7.0	11.8	5.3	6.6	24.9%
PAT	87.7	73.6	24.7	26.6	7.9%
PAT Margin (%)	3.9%	3.5%	2.7%	3.1%	41 bps

Note: 1) Numbers Adjusted for discontinued operations



Renaissance Global Limited

Thank You