



# RENAISSANCE GLOBAL LIMITED

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](http://www.renaissanceglobal.com)

**Ref. No.: RGL/S&L/2023/144**

**October 05, 2023**

<b>BSE Limited</b> Listing Department Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai – 400 001  <b>Scrip code: 532923</b>	<b>National Stock Exchange of India Ltd.</b> Exchange Plaza, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051  <b>Scrip code: RGL</b>
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**Sub: Update on Direct-to-Consumer Business.**

Dear Sir

We are enclosing herewith the update on Direct-to-consumer business for the purpose of updating our investors.

The aforesaid information is also being uploaded on the website of the Company at <https://renaissanceglobal.com/press-release/>

You are requested to take the same on record.

Thanking you,

Yours faithfully,  
For **Renaissance Global Limited**

**CS Vishal Dhokar**  
**Company Secretary & Compliance Officer**

**Encl.:** as above



## Renaissance Global Limited's Q2 FY24 Direct-to-Consumer Business Update

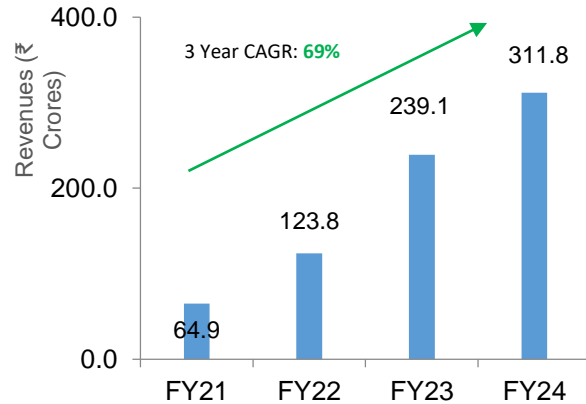
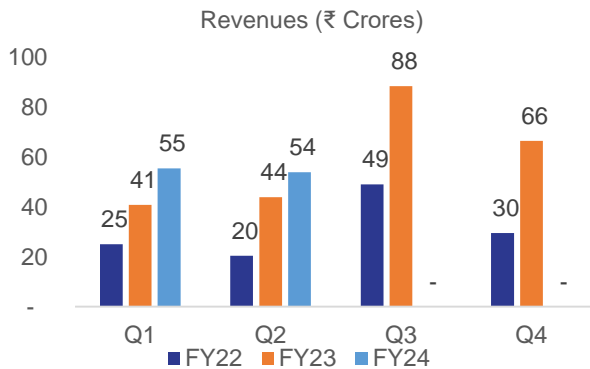
### Direct-to-Consumer Business

Q2 FY24 revenues up 23% YoY to ₹53.8 crore

H1 FY24 revenues up 29% YoY to ₹109.1 crore

**Mumbai, October 5<sup>th</sup>, 2023:** Renaissance Global Limited (Renaissance) a global branded jewellery player, is pleased to share the quarterly update on its direct-to-consumer (D2C) business for the quarter ended September 30<sup>th</sup>, 2023.

During Q2 FY24, the direct-to-consumer business posted revenues of ₹53.8 crore compared to ₹43.9 crore in Q2 FY23, up by 23%. For H1FY24, the direct to customer business revenue was up by 29% to ₹109.1 crore. Based on our estimates of a quarter's contribution to annual sales, our annual revenue run rate of D2C business is at ₹311.8 crores in H1FY24 vs. actual FY23 revenues of ₹ 239.1 crores.



\*Annual Revenue Run Rate

The Direct-to-consumer business is a high EBITDA margin business with normal margins in the range of 20-22%. With the growing share of direct-to-consumer revenues to total revenues, Renaissance is confident of its EBITDA margins showing an improving trend, going forward.



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## 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 Branded Jewellery, Customer Brands & Plain Gold Jewellery segments, with 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, Netflix and NFL. Under its owned segment, it has a portfolio of brands such as Irasva, and Jewelili. 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.

**Kindly click on the logos below to visit Renaissance's D2C websites**



For further information on the Company, please visit [www.renaissanceglobal.com](http://www.renaissanceglobal.com)

Kanav Khanna  
Renaissance Global Limited  
Tel: +91 99100 36240  
Email: [kanav.khanna@renaissanceglobal.com](mailto:kanav.khanna@renaissanceglobal.com)

Anoop Poojari / Jenny Rose  
CDR, India  
Tel: +91 98330 90434 / +91 86899 72124  
Email: [anoop@cdr-india.com](mailto:anoop@cdr-india.com)  
[jenny@cdr-india.com](mailto:jenny@cdr-india.com)

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