



# 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/2021/165

October 6, 2021

<b>Bombay Stock Exchange Limited</b> Listing Department Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai – 400 001	<b>National Stock Exchange of India Ltd.</b> Exchange Plaza, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051
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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 [www.renaissanceglobal.com](http://www.renaissanceglobal.com)

You are requested to take the same on record.

Thanking you,

For **Renaissance Global Limited**

**G. M. Walavalkar**  
VP – Legal & Company Secretary

Encl: as above



# RENAISSANCE GLOBAL LIMITED

(FORMERLY RENAISSANCE JEWELLERY LIMITED)

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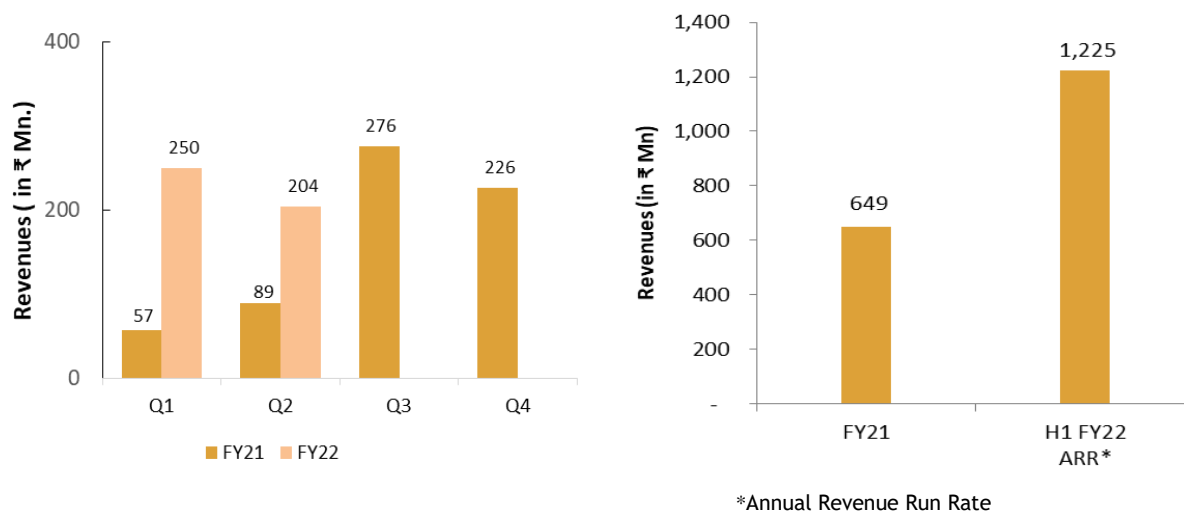
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## Renaissance Global Limited - Q2 FY22 Direct-to-Consumer Business Update

Mumbai, October 06, 2021: Renaissance Global Limited currently runs six direct-to-consumer websites which have been launched over the last six quarters. Please find below a link to each of our six websites:-

- <https://www.enchantedfinejewelry.com/>
- <https://enchantedfinejewelry.co.uk/>
- <https://starwarsfinejewelry.com/>
- <https://www.hallmarkdiamondscollection.com/>
- <https://www.jewelili.com/>
- <https://diamondsmadeforyou.com/>

During Q2 FY22, our direct-to-consumer business posted revenues of ₹ 20.4 crores compared to ₹ 8.9 crores in Q2 FY21, showing a growth of 129%. Q2 FY22 revenue was lower than Q1 FY22 as Mother's Day Holiday fell during Q1 FY22 and there were no major sales opportunities in Q2 FY22. Based on our estimates of a quarter's contribution to annual sales, our annual revenue run rate is at ₹ 122.5 crores in H1 FY22 vs. actual FY21 revenues of ₹ 64.9 crores.



The Direct-to-consumer business is a high EBITDA margin business with margins in the range of 20-22%. With the growing share of our direct-to-consumer revenues to total revenues we believe our EBITDA margins will show an improving trend. We further plan to strengthen our direct-to-consumer business with the launch of websites for Disney Jewels in FY22.

### About Renaissance Global Limited:

Renaissance Global Limited is an integrated global jewellery company focused on designing, manufacturing and distribution of customer and licensed branded jewellery. We distribute our jewellery through a mix of Business-to-Business (B2B) and Direct-to-Consumer (D2C) channels. Our B2B division has been supplying jewellery to some of the largest global retailers since the past 20 years. Under our Branded business umbrella, we hold exclusive licenses from cherished consumer brands like Disney and Hallmark. Our D2C business is currently run through six D2C websites selling licensed and own brands directly to the retail consumer. Our end to end capabilities make us a dominant player in the jewellery industry with a significant competitive advantage. We aim to create value by being an omni-channel player with a valuable bouquet of licensed and own brands.