



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

Ref. No.: RGL/S&L/2021/166

October 07, 2021

Bombay Stock Exchange Limited Listing Department Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai – 400 001	National Stock Exchange of India Ltd. Exchange Plaza, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051
--	---

Sub.: Investor Presentation.

Dear Sir

We are enclosing herewith Investor Presentation for the benefit of our investors.

Kindly upload the same under suitable section of your website.

Thanking you,

Yours faithfully,

For **Renaissance Global Limited**

G. M. Walavalkar

VP – Legal & Company Secretary

Encl.: As Above



Renaissance Global Limited

Investor Presentation

October 2021



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.






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.

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.



Content



				
Company Overview	Financial Overview	Summary	ESG	Annexure
4	21	26	28	31



Renaissance Global Limited

Company Overview



Corporate Snapshot



Global Jewellery Company focused on designing, manufacturing and distribution of branded jewellery

Strong presence in global markets of **North America, Europe & Asia**

Licensing agreements with **large globally-recognized brands**

Product portfolio across branded jewellery, customer brands & plain gold jewellery

3

Licensing agreements with global brands

6

Direct-to-Consumer websites

457 cr

Branded jewellery revenues (Rs.) in Q1 FY22 (annualised)

15%

Branded jewellery EBITDA margins in Q1 FY22

0.25

Net debt to equity as on June 30, 2021

**CRISIL BBB+/
Stable/
CRISIL A2**

Ratings assigned to bank facilities (long term / short term)

Building a Global Branded Jewellery Business



Renaissance's Branded Jewellery Segment: Key Attributes

Association with globally-recognized brands

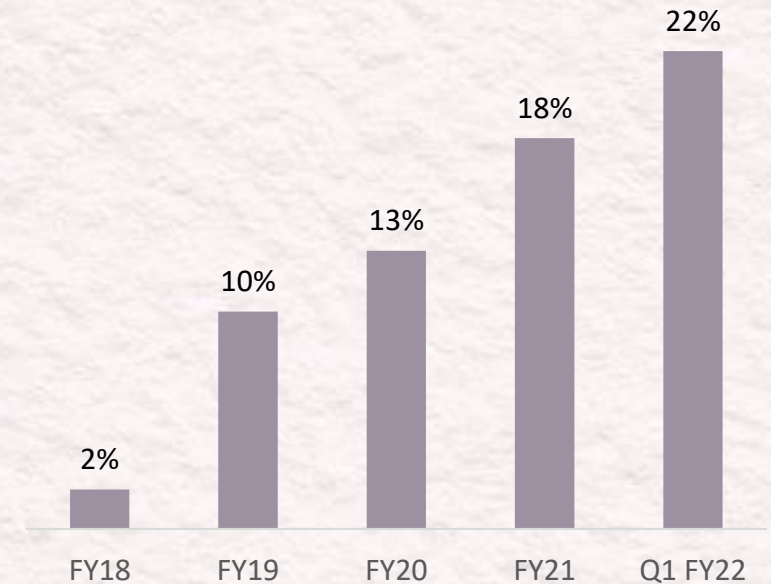
Increased presence in high-potential key global markets

Better pricing on the back of branded products

Low capital-intensive business segment

Higher margins & superior return ratios

Growing revenue contribution
from Branded Jewellery segment



Endeavour to achieve ~50% sales from Branded Jewellery segment over the next 3-4 years

Branded Jewellery Business Model



Brands



IRASVA



Design & Manufacturing



Conceptualisation &
Product Development



State-of-the-Art
Manufacturing Facilities

Distribution

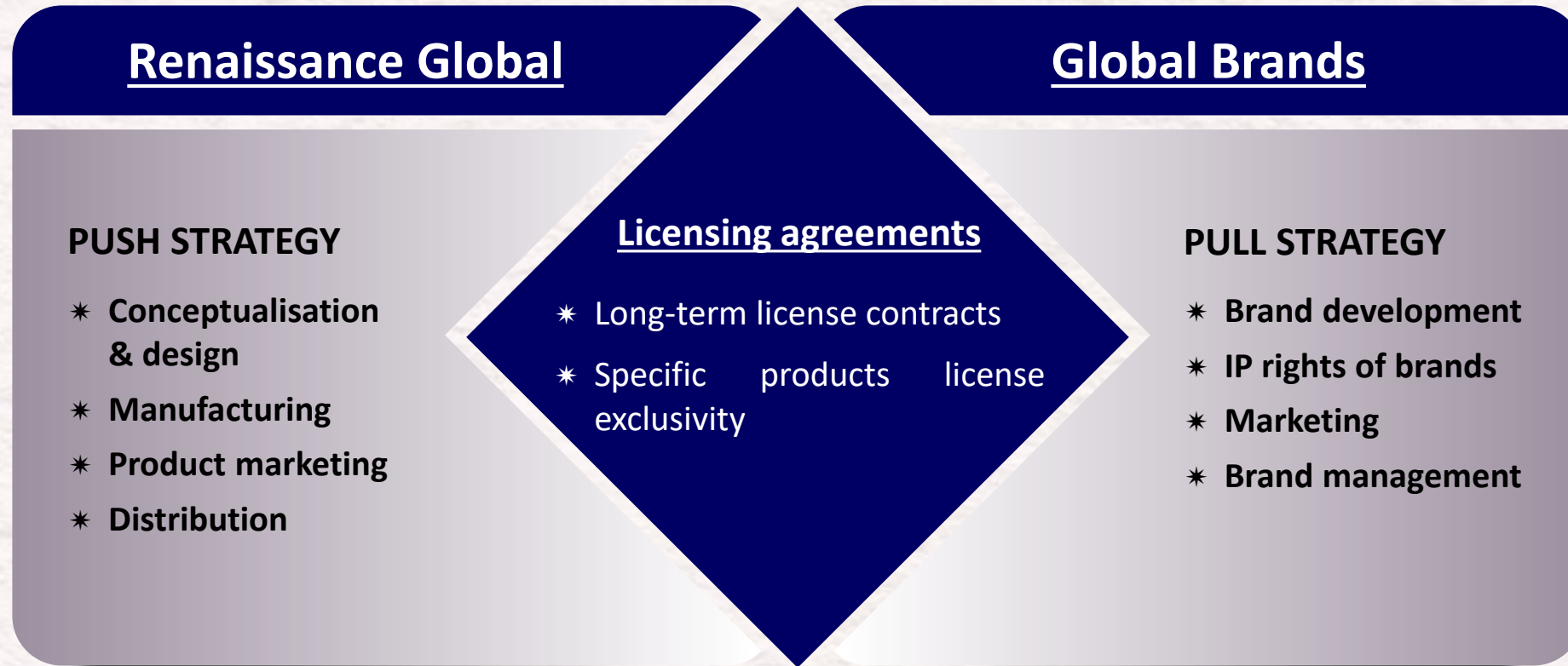


Business-to-Business
(B2B)



Direct-to-Consumer
(D2C)

'Win-Win' Partnership with Global Iconic Brands



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

Building a strong portfolio of licensed and owned brands



Growing Portfolio of Brands

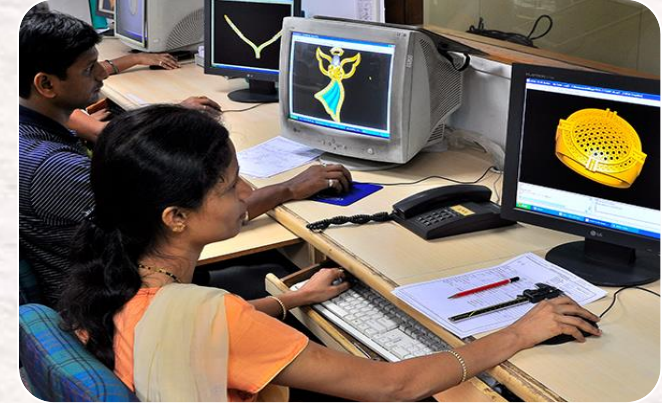
Owned Brands

- * Launched first India-focused retail brand IRASVA in 2019
 - Operates 3 IRASVA stores in India
- * Jewelili, a play on affordable fine jewelry collection launched in February 2020
 - Distributed through Amazon platform in addition to its own website
- * Made for You - Lab-grown diamond jewelry launched in November 2020
 - Focused on North American markets

Building a strong portfolio of licensed and owned brands



Conceptualisation & Design Capabilities



**Robust product
development &
innovative
design
capabilities**

Growing IP
base: **100,000+**
designs

Design team of
150+ across US,
UK, Hong Kong,
Dubai &
Mumbai

~95% revenues
derived from in-
house designs

Strong expertise in conceptualisation of globally-recognized and widely-adored brands

State-of-the-Art Manufacturing Facilities



- * Robust manufacturing setup: 166,000 sq. ft. across 8 manufacturing facilities with 2,900+ skilled employees
- * Global manufacturing technologies: Casting, CNC Machining and 3D Printing
- * High-productivity model: Efficient cost optimisation & inventory management

Sites	Mumbai (all 6 units)	Gujarat (Bhavnagar)	Dubai
Area (sq. ft.)	95,000	65,000	6,000
Workforce	1,312	1,512	92



Preferred Partner to Marquee Retailers Globally



50+ customers across
USA, UK & Europe

10+ year relationships
with top 10 customers

Diversified customer
base

Minimal credit risk due
to stable clientele &
disciplined credit terms

E-Commerce/ Television

Specialty Jewellers

Multi-Brand Retailers

amazon



jewelry
television™

ERNEST JONES
LOVE & LIFE

H.SAMUEL

CHARM
DIAMOND CENTRES

KAY
JEWELERS
Every kiss begins with Kay.®

RIDDLE'S
JEWELRY

PEOPLES
THE DIAMOND STORE®

Fred Meyer Jewelers®

ZALE CORPORATION

REEDS
Jewelers

HELBURG
DIAMONDS

MALABAR
GOLD & DIAMONDS

Joyalukkas

Walmart

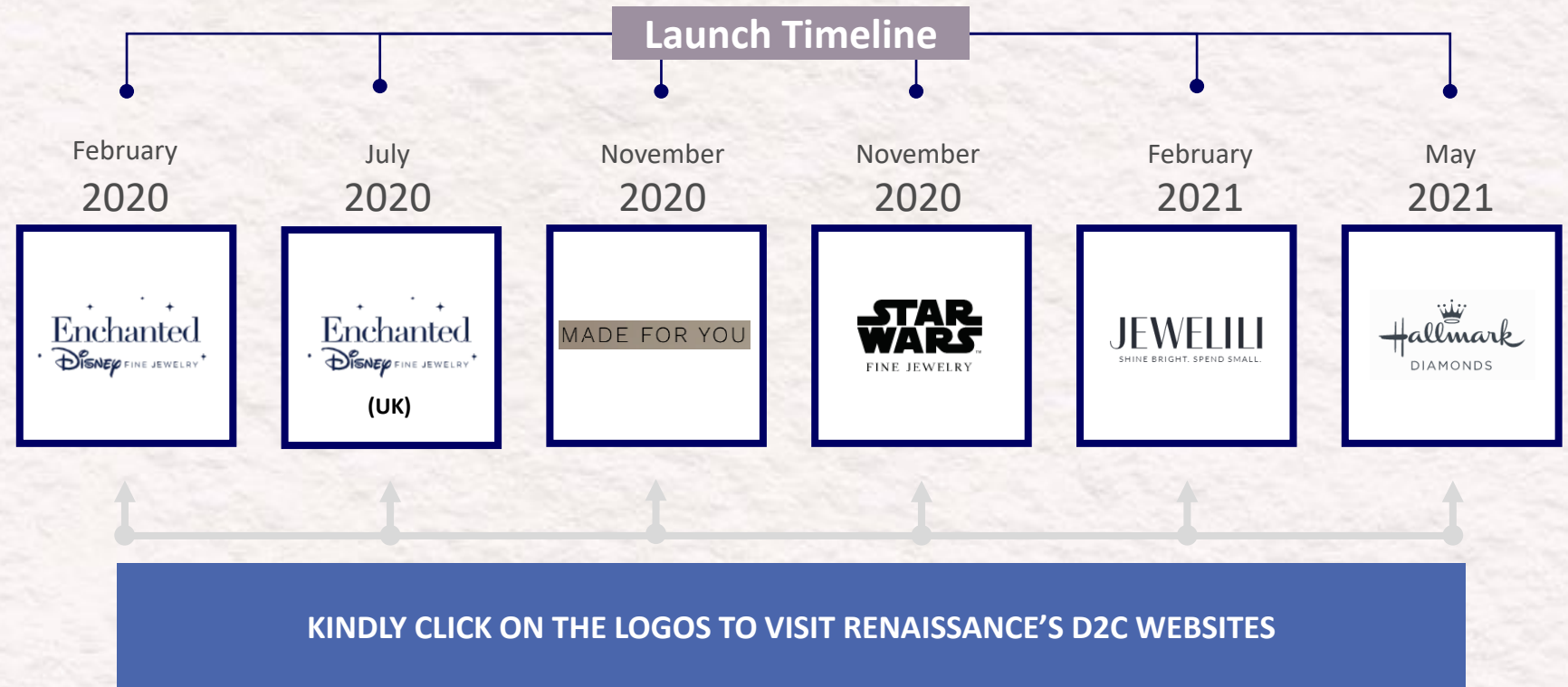
Argos

★ macy's

Establishing High-Potential D2C Division

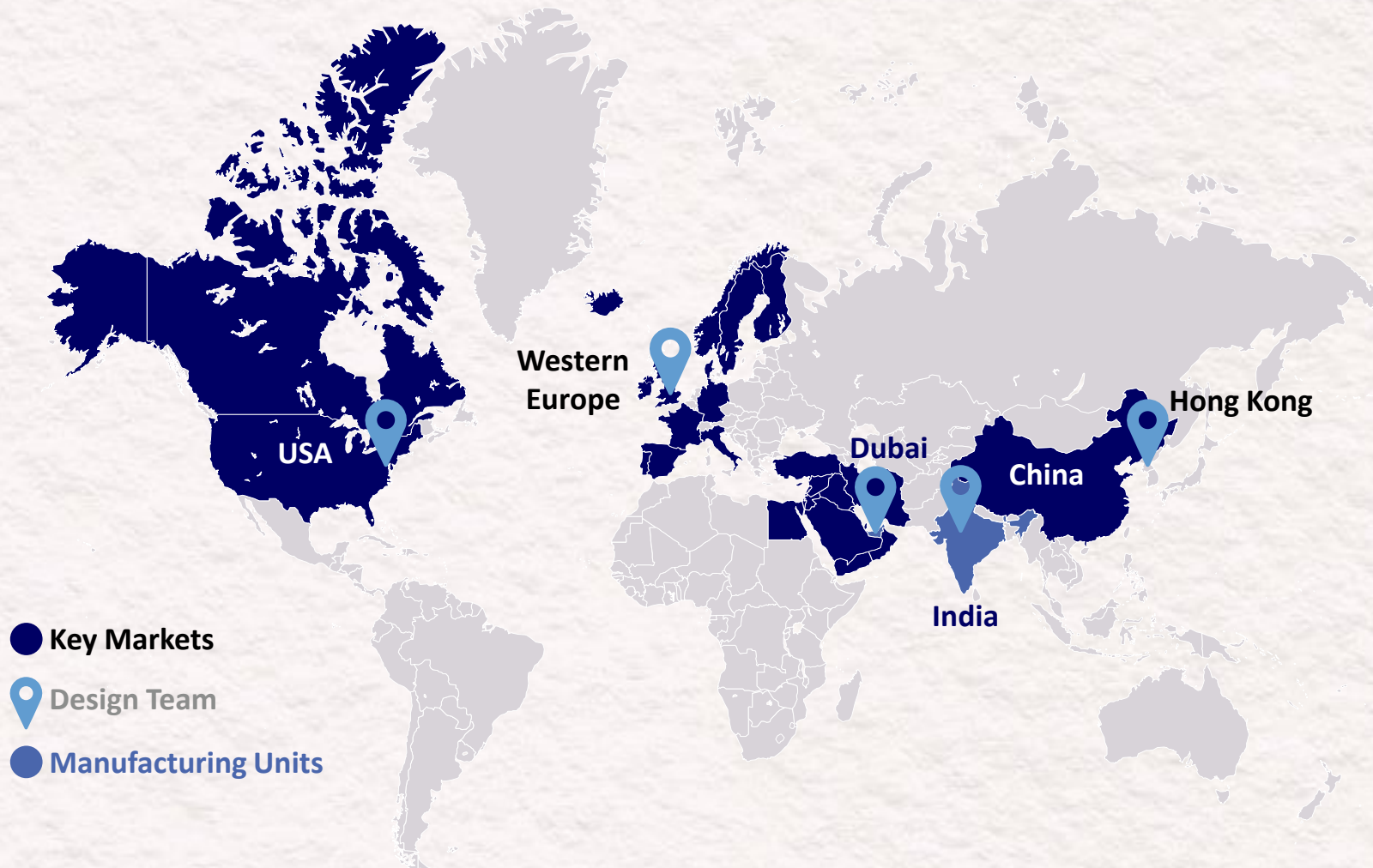


- * Successfully developed and launched 6 online stores in a span of 15 months
- * Monthly visitors on websites grown 10x since Feb 2020
- * Segment enjoys higher margins and healthy working capital cycle

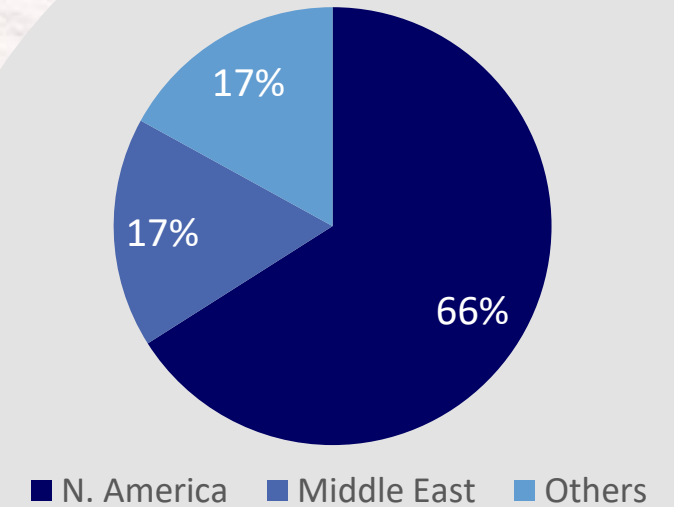


D2C business expected to be a major growth driver

Presence in Key Global Markets



Geographic Mix – Q1 FY22



Emphasis on increasing footprint in key markets of North America, Europe & Asia

Robust Management Team



Niranjan Shah
Chairman

Associated with the
Company since inception

Over 40 years of
experience in the gems &
jewellery industry

Provides guidance and
mentorship to top
management



Sumit Shah
**Executive Vice
Chairman & Global
CEO**

23 years of industry
experience

Responsible for long term
business plans & new
business initiatives



Hitesh Shah
Managing Director

23 years of industry
experience

Responsible for Finance,
Accounting &
Merchandising operations



Suhel Kothari
Director

President, RJNY Inc
(Verigold)

Manages operations of the
USA division



Neville Tata
Executive Director

22 years of industry
experience

Responsible for Production
& HRM

Experienced Independent Board of Directors



Veer Kumar Shah
Independent Director
(ICAI, 1969)

Practicing Chartered
Accountant with over 40 years
of experience

Expert in Accounting, Auditing,
Taxation, Company Law
matters, Arbitration matters
and management consultancy
in diverse sector



Arun Sathe
Independent Director

Practicing Lawyer in High court
& Supreme Court & Veteran
Economist

Governing Council Member of
Mah. Chamber of Commerce,
Finance & Taxation Committee
of the Chamber & FICCI; Part
time member of SEBI



Vishwas Mehendale
Independent Director

Practicing Chartered
Accountant in Taxation and
appellate matters, including
drafting and arguing appeals
before Commissioners of I.Tax
& Appellate Tribunal

Expert in Direct & Indirect Tax
Laws, Accounts & Audits,
Finance & Corporate Laws



Madhavi Pethe
Independent Director

Former Independent Director
of Bombay Commodity
Exchange. Limited by Forward
Markets Commission, Central
Govt

Member of Board of Studies of
Banking & Insurance University
of Mumbai

Strategic Advisory Board



Bijou Kurien

Chairman of Retail Association of India, a veteran of Indian retail industry with over 37 years of experience. Strategy Board Member of a leading private equity player. Serves as an Independent Director on the Boards of several marquee Indian companies

Served on the advisory boards of leading management education institutions and leading Indian & global retail bodies



Francesco Pesci

Senior executive with extensive experience in the jewellery, luxury, fashion & home decor businesses.

Successful track record of turning around businesses, implementing D2C & digital strategies, with a strong emphasis on bottom line and cash-flow



John MacEntee

Experience of over 20+ years in leading start-ups, private companies, advising global corporations on innovation, market disruption & strategic transactions translating to robust value creation. Has strong expertise in eCommerce, DTC sales, multi-channel retail and Amazon marketplace management

Competitive Edge



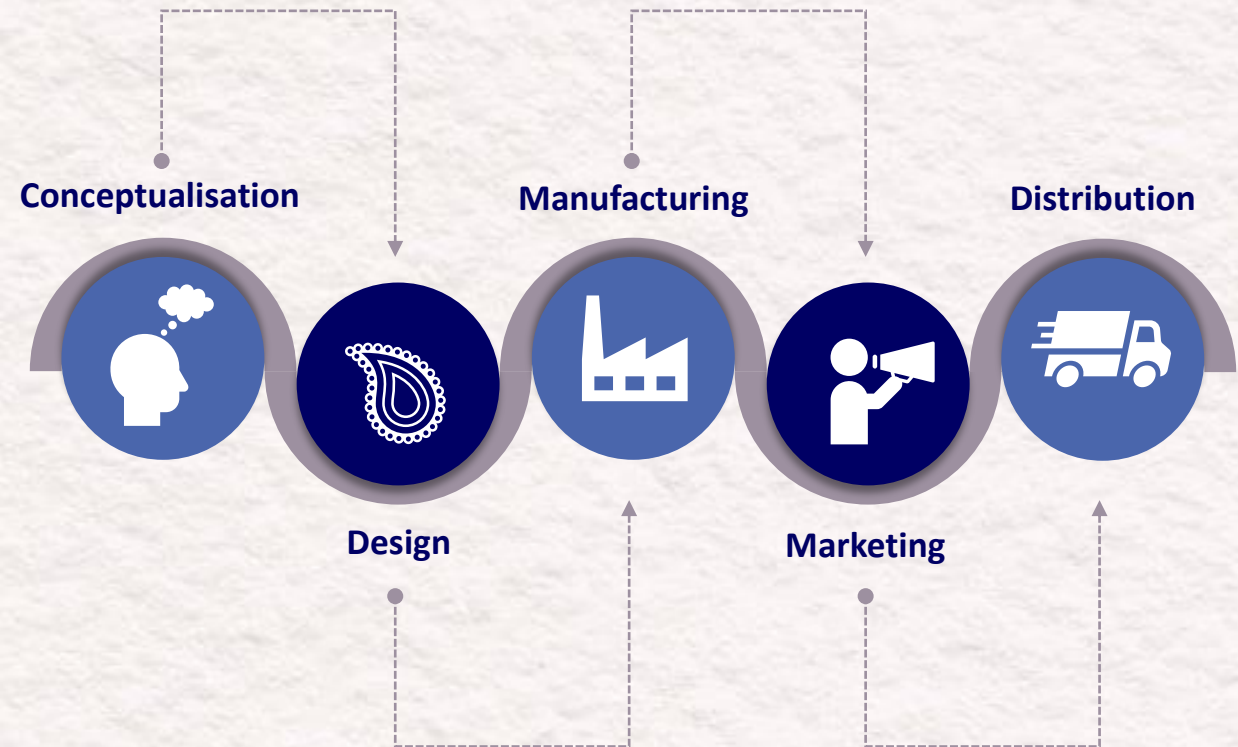
Advanced Global Jewellery Industry Know-how

Partnership with Globally-recognized Brands

Expertise in Conceptualization & Design

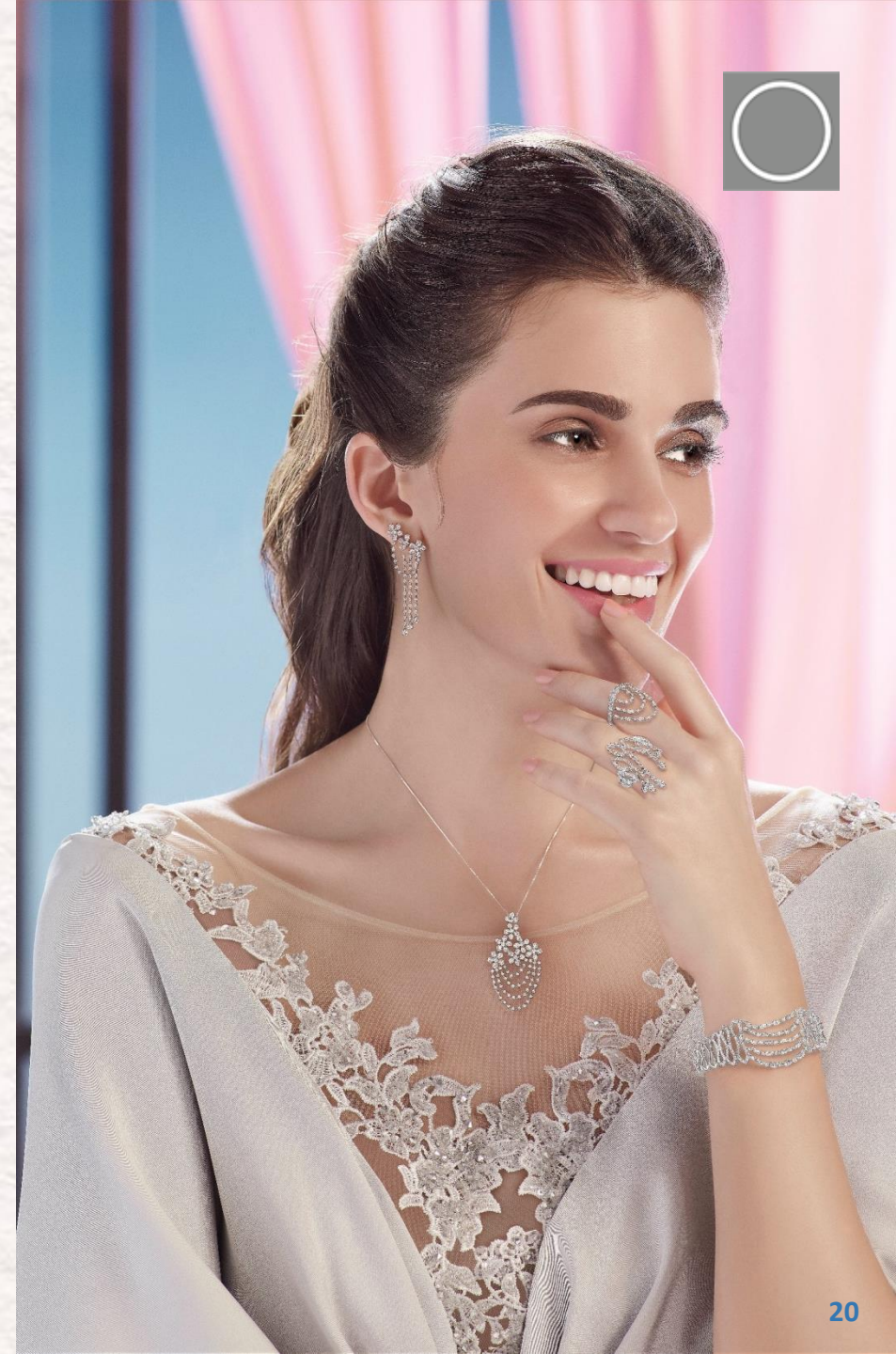
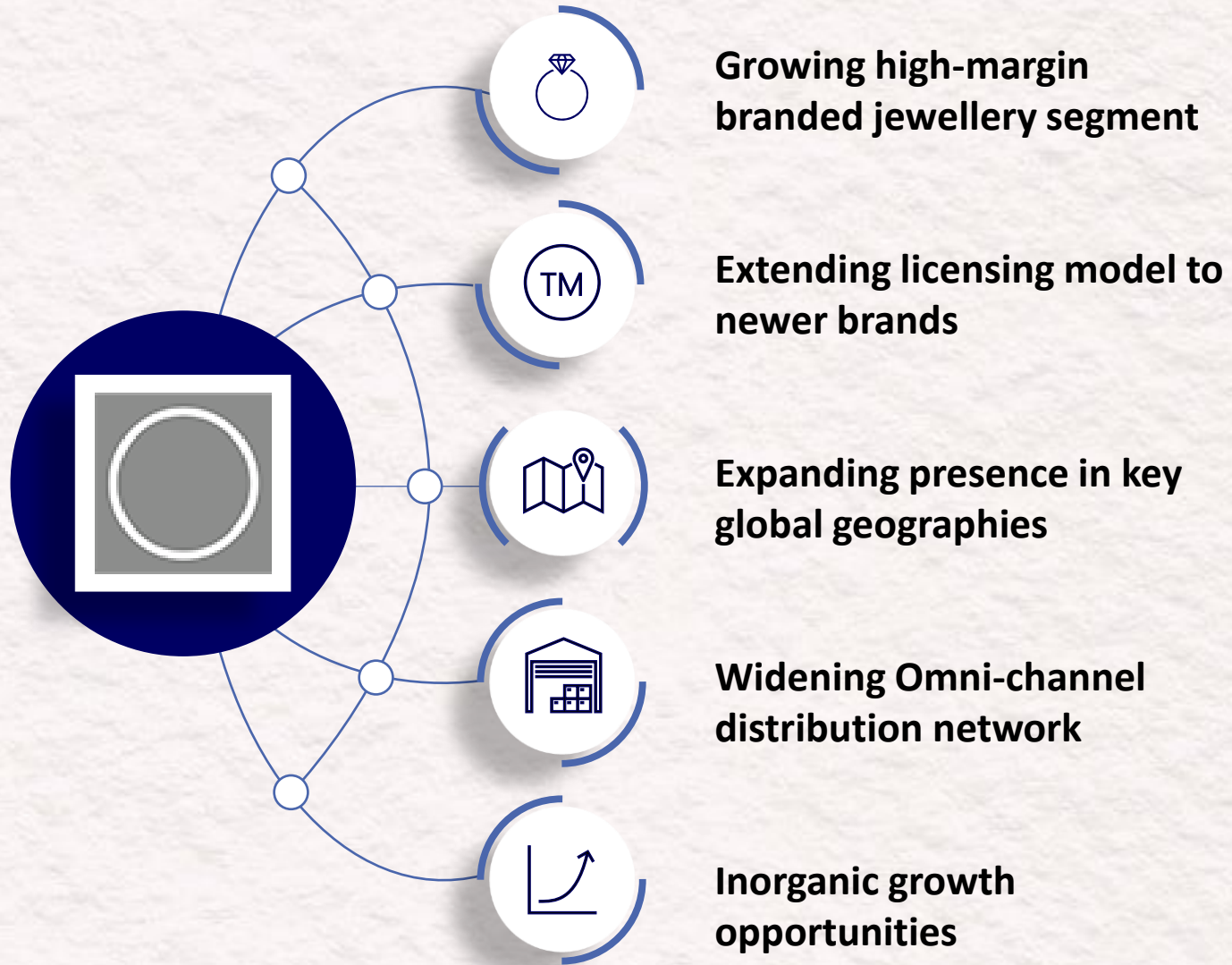
Robust Distribution Channels in Key Global Markets

Strong Balance Sheet



High-quality End-to-End Brand Partnership

Growth Drivers





Renaissance Global Limited

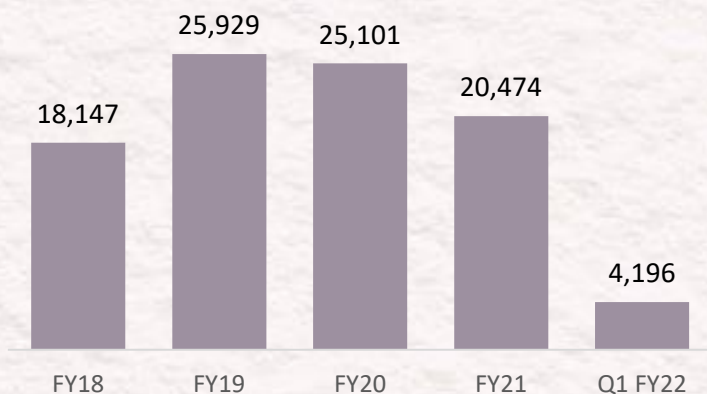
Financial Overview



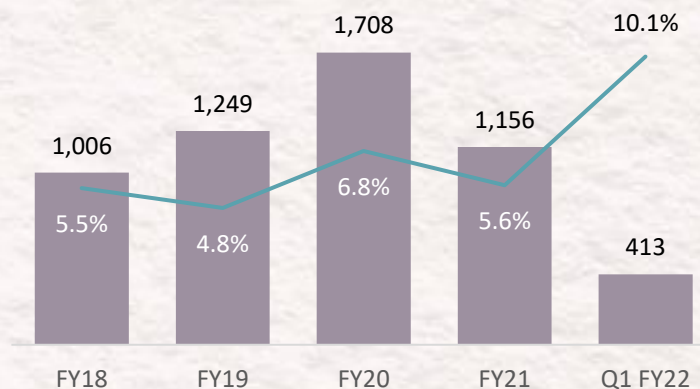
Financial Summary



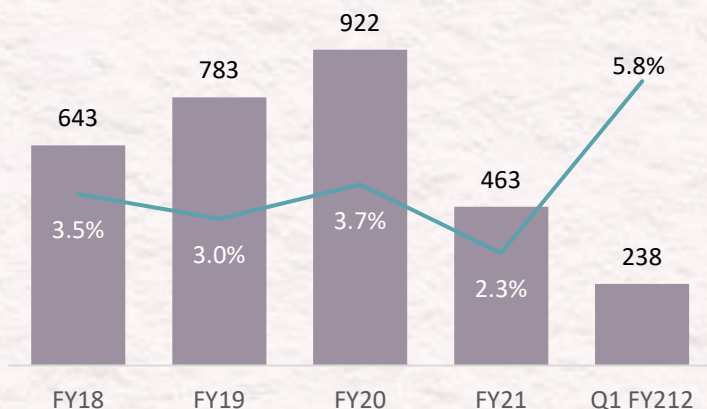
Total Income (Rs. Mn)



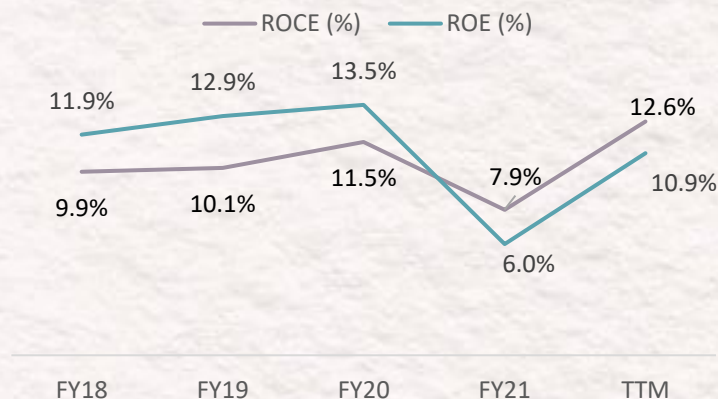
EBITDA (Rs. Mn) & Margin (%)



Pat (Rs. Mn) & Margin (%)



Return Ratios



* From FY18 to FY20, Renaissance has reported,

- 18% CAGR in Total Income
- 30% CAGR in EBITDA
- 20% CAGR in PAT

* Covid-19 pandemic affected performance in FY21

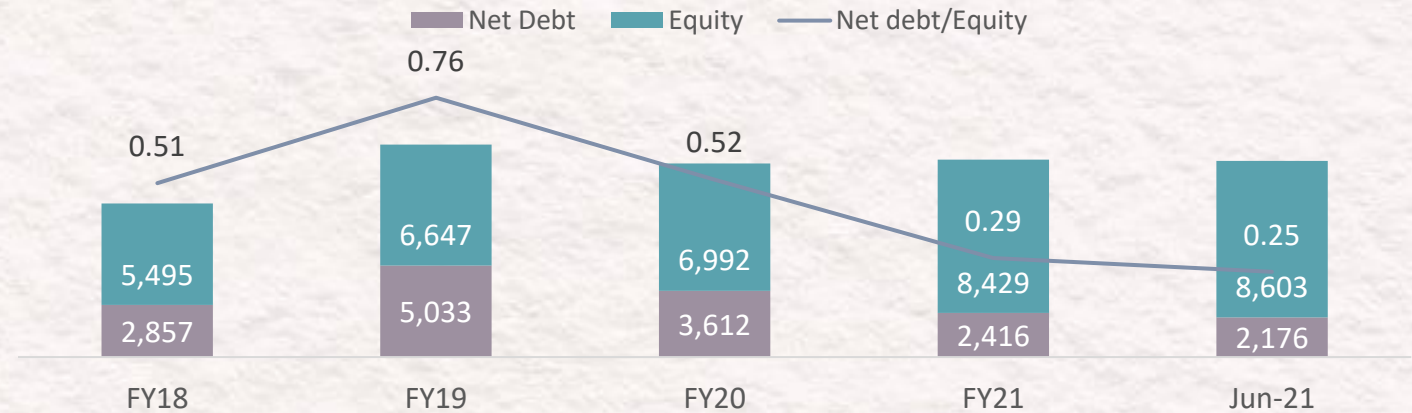
* Target to report higher mid-teens return ratios

Balance Sheet Discipline

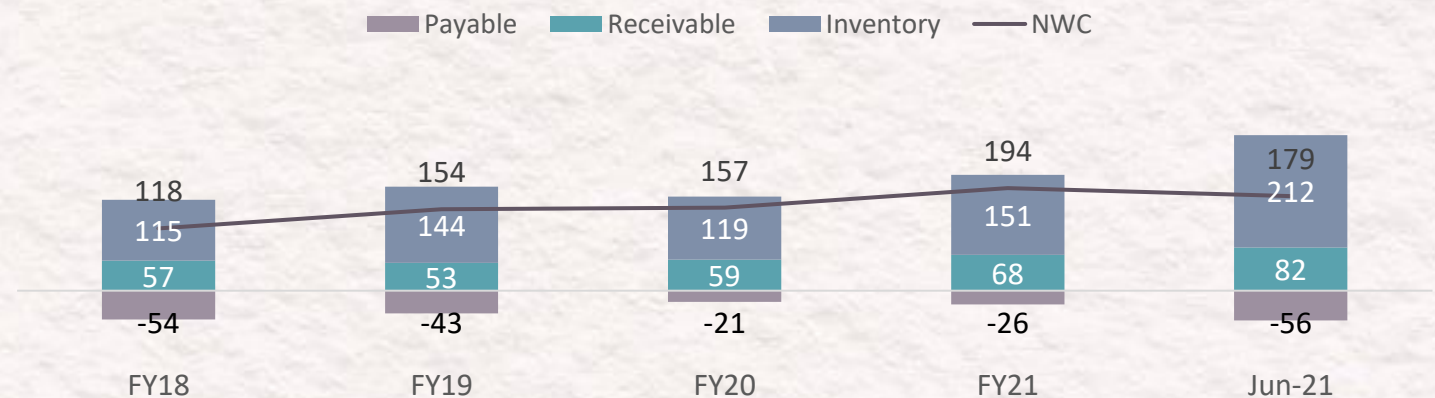


- * Highly disciplined balance sheet approach
- * Sharp reduction in net debt over the years
- * Emphasis on prudent capital allocation & efficient working capital cycle

Leverage (Rs. Mn)



Working Capital Analysis (Days)

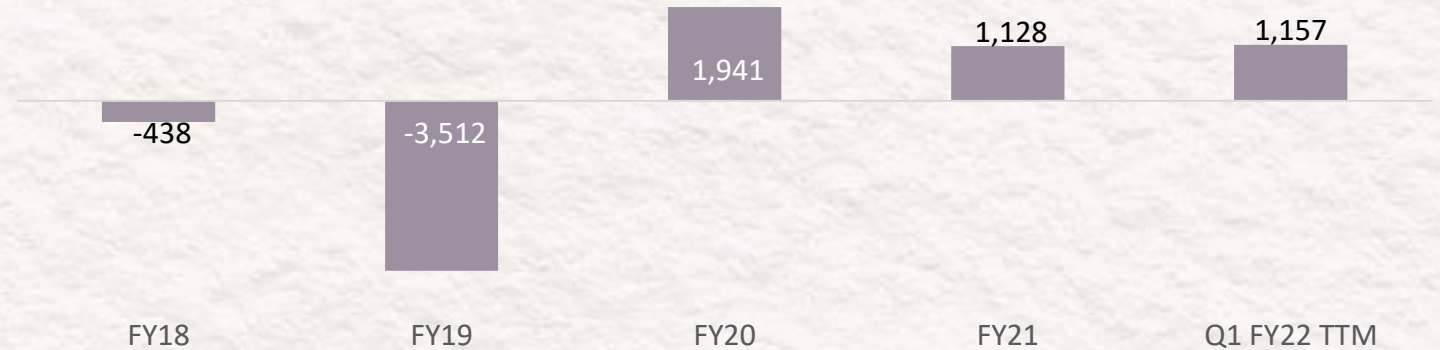


Working capital calculated with Total Income as denominator

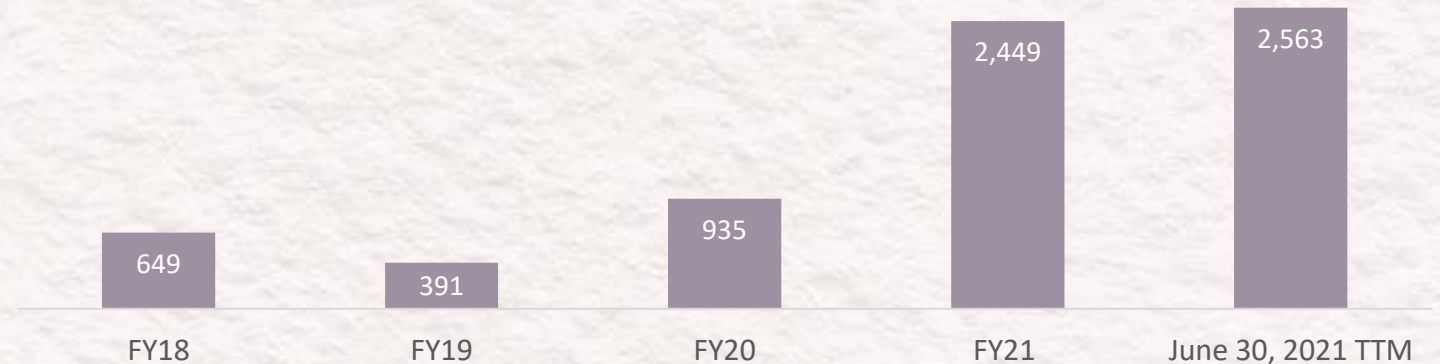
Robust Free Cash Flow Generation



Free Cash Flow Generation (Rs. Mn.)



Cash, Cash Equivalents & Current Investments (Rs. Mn.)



- * Strong FCF generation over the last 2 years
- * High-margin Branded Jewellery - a low capital-intensive business
- * Operating leverage & minimal capex spends to further improve FCF generation, going ahead
- * Cash balances to be strategically utilised to create shareholder value

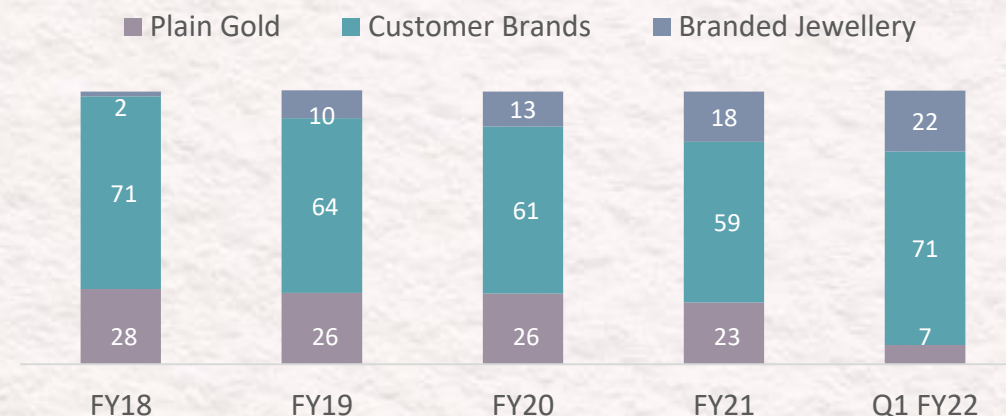
Operational Summary



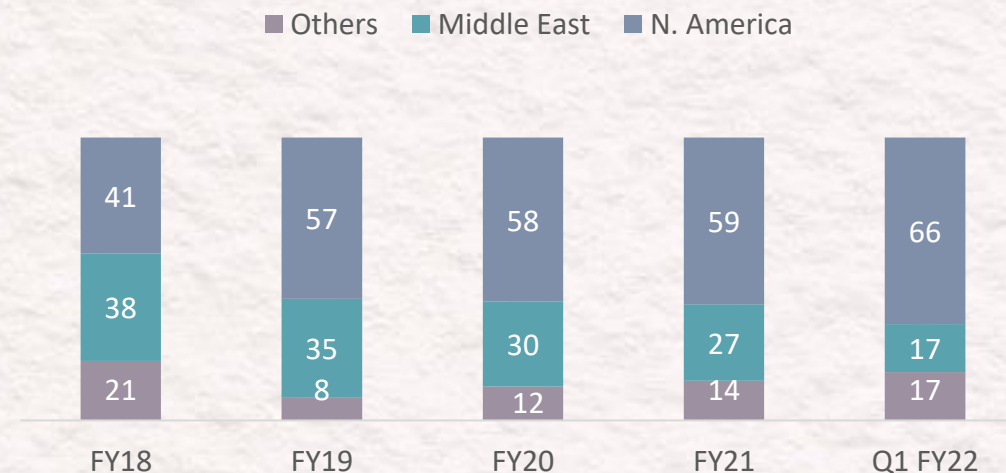
Revenue Break-up (Rs. Mn.)	FY18	FY19	FY20	FY21	Q1 FY22*
Branded Jewellery	326	2,653	3,215	3,736	915
- B2B	326	2,653	3,215	3,088	665
- D2C	-	-	-	649	250
Customer brands	12,789	16,458	15,325	11,964	2,907
Plain Gold	4,994	6,795	3,901	4,612	273
Total Revenues	18,110	25,906	25,019	20,312	4,095

EBITDA Margins Break-up(%)	FY21	Q1 FY22
Branded Jewellery	11.5%	15.0%
- B2B	10.3%	13.9%
- D2C	16.7%	18.1%
Customer brands	5.8%	8.9%
Plain Gold	0.7%	5.6%
Total EBITDA %	5.7%	10.1%

Revenue Mix (%)



Geographical Mix (%)



*With effect from 1st Apr 2021, the Company has re-negotiated terms with most customers across its Plain gold division due to which, Renaissance is now recognizing only making charges as revenue for the Plain Gold business. This will meaningfully reduce the reported revenues of this division, without impacting EBITDA.



Renaissance Global Limited

Summary



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



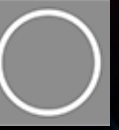
Increasing scale to drive operating leverage across distribution channels



High margin & low-capital intensive branded jewellery model to support healthy free cash generation



Prudent capital allocation with focus on creating sustainable shareholder value





ESG Initiatives




ESG Initiatives



ENVIRONMENT


- * To achieve safety, health and environmental excellence in all aspects of business activities



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 FY2021-22, Renaissance spent Rs.1.16 crore towards CSR 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



Corporate Social Responsibility



MEDICAL, HEALTH CARE AND SOCIAL WELFARE



- * Partnered with the Bhaktivedanta Hospital by establishing a mammography unit, providing five Dialysis Machines and a 'Mobile Clinic for Cancer Detection'
- * In FY 2021-22, a donation of Rs. 90 Lakh was made towards this initiative
- * Contributed towards building Shrimad Rajchandra Hospital in Dharampur, Gujarat under the Shrimad Rajchandra Mission

EDUCATIONAL



- * Under the Each One Teach One Initiative (EOTO), Renaissance adopted the Kamalaben Jogani High School at Bhopoli in Palghar district of Maharashtra
- * Employees visit regularly and teach students various non-academic activities like football, self-defence, Tai-chi Yoga, chess, drawing and craft
 - Employees have coached over 250 students over a period of 4 years
- * Work with Isha Foundation to provide education facilities to the underprivileged children, helped build a classroom for students and donated a school bus to the foundation

HUMANITARIAN



- * Donated during natural disasters like floods, famines, earthquakes, through the Sarnast Mahajan trust
- * Donated to the Maharashtra Drought relief fund, Nepal Earthquake Relief and Uttarakhand Flood Relief

ENVIRONMENTAL, ANIMAL WELFARE, CULTURAL & RELIGIOUS



- * Actively contributes to Shree Patan Panjrapole in Patan, Gujarat which works to enrich the life of handicapped and weak animals

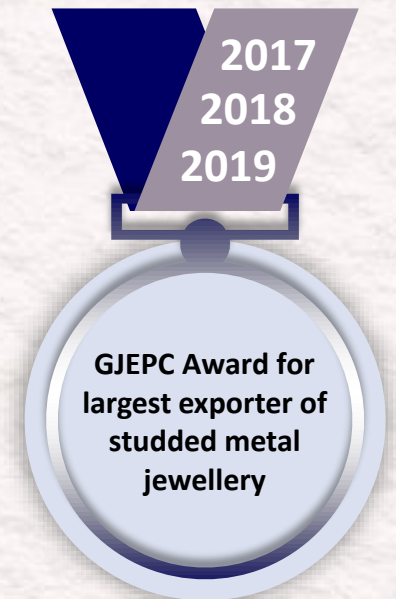
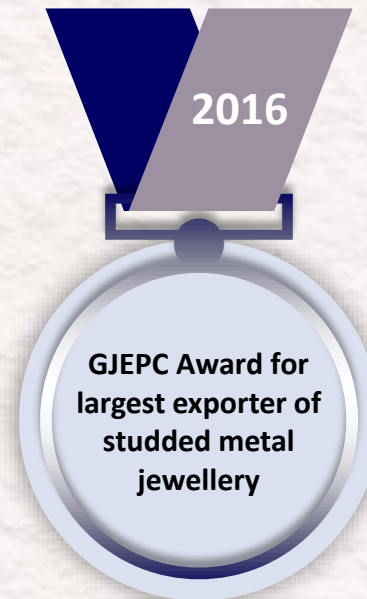
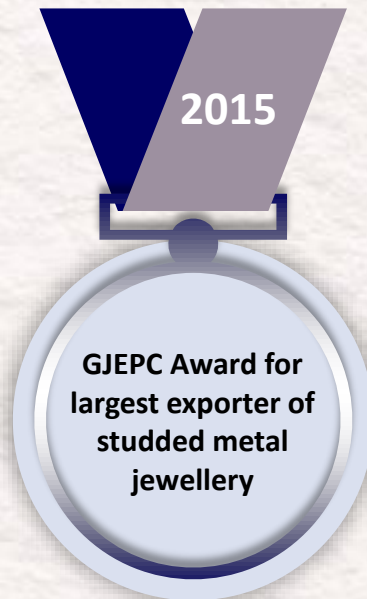
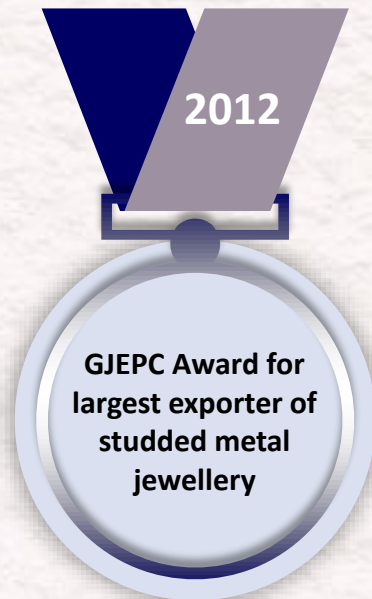
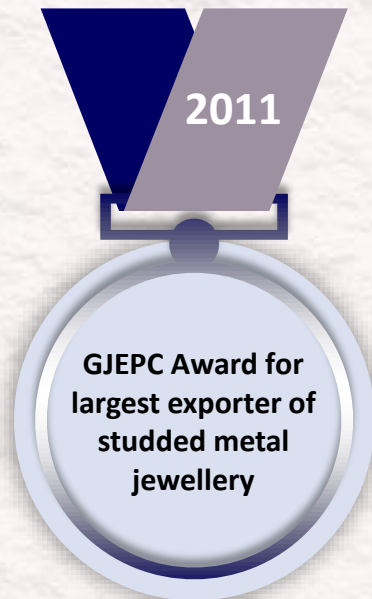
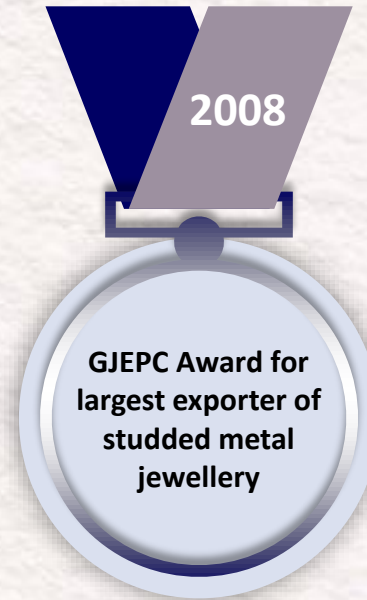


Renaissance Global Limited

Annexure

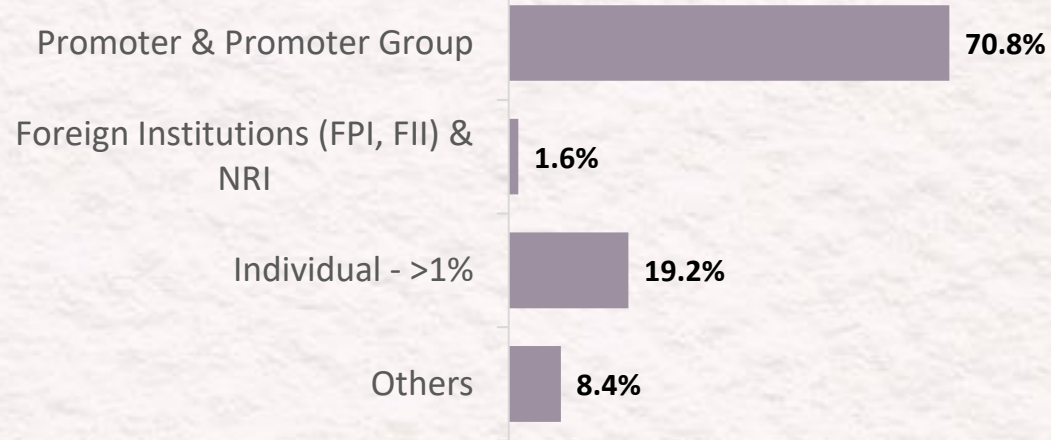


Awards & Accolades



Market Snapshot

Shareholding Pattern*



Key Market Statistics	As on 30-September-2021
BSE/NSE Ticker	532923/RGL
CMP (Rs)	797.35
Market Cap (Rs Crore)	1,505.35
Number of outstanding shares (Crore)	1.89
Face Value	10.00
52-week High / Low (Rs)	810.00/217.00

*Holding as on 30-June-21



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 such as China and Japan. 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. 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, please contact:



G. M. Walavalkar



Compliance Officer



Renaissance Global Limited



Email: investors@renaissanceglobal.com



Anoop Poojari / Jenny Rose



CDR India



Tel: +91 98330 90434 / 86899 72124



Email: anoop@cdr-india.com / jenny@cdr-india.com





Renaissance Global Limited

Thank You