



RENAISSANCE JEWELLERY LTD.

TODAY, TOMORROW, FOREVER

## Corporate Presentation

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# Renaissance Jewellery Ltd.

## Our Business

- ❑ Design, manufacture, distribution of studded gold/silver jewelry
  - Diamond fashion
  - Bridal
  - Gemstone
  - CZ
- ❑ Focus on international markets with US being the prime geography
- ❑ Operating through 6 manufacturing units based out of Mumbai, Bhavnagar and Bangladesh with capacity of producing 2.5 million pieces a year employing ~ 4000 plus skilled employees

# Renaissance Jewellery Ltd.

## Our Values

- ❑ We at “Renaissance” believe and have adopted - the spirit of revival and re-invention, in context of business, technology and markets
- ❑ Values @ “Renaissance”
  - Honor our word
  - Respect each individual & the culture diversities
  - Quality
  - Play win-win
  - Integrity

# Renaissance Jewellery Ltd.

## The Journey

**1995-2000**

- Acquired Mayur Gem in 1995 and commenced business at Plot 36A-37 (40,000 sq.ft.) in 2000

**2002-2004**

- Commenced business with Wal-Mart
- Commenced business with Zales Corporation (largest specialty chain in NA)

**2005**

- Set up 100% EOU at Bhavnagar (64,000 sq.ft)

**2007**

- Set up Renaissance Jewellery New York, Inc. (IPO of 5,324,240 Equity Shares of Rs. 10/- Each @ Rs. 150/- per share)

**2009**

- Set up Verigold Jewellery (UK) Ltd., a 100% subsidiary

**2010**

- Acquired 'N. Kumar Diamond Export Limited' along with WOS 'House Full International Limited

**2012**

- Started an independent Bridal Division

# Renaissance Jewellery Ltd.

## GJ India – A Shining Jewel

- ❑ Advantage India – low cost of labour, skilled manpower, low land/establishment cost, growing branded retail market,
- ❑ 11 out of 12 diamonds cut and polished are in India, while contributes ~ 20% to global gold consumption
- ❑ Organized GJ retail based on industry inputs ~ 2-3%

# Renaissance Jewellery Ltd.

## Government Initiatives

- ❑ Sector Importance – amongst largest employers of skilled and semi-skilled labour, forex generator
- ❑ Policy and Opportunity
  - 100% FDI through automatic route
  - Setting up of SEZ's and Gems Jewellery Parks
  - Rough, semi-precious stones are also exempt from import duty.
  - Time period for re-import of branded jewellery remaining unsold has been extended from 180 days to 365 days

# Minds that matter

## **Niranjan Shah – Chairman**

- Four decades plus industry experience
- BoD in 1995 & CM since 2003
- Strategy planning

## **Hitesh Shah – ED and CFO**

- 19 years of industry experience
- In charge of finance and
- Advises on marketing operations

## **Veerkumar Shah – Ind. Director**

- Practicing Chartered Accountant
- 39 years of accountancy experience
- Chairman of Audit Committee

## **Arun Sathe – Ind. Director**

- M.Com and LL.B from Mumbai University
- Member governing council – Maharashtra Chamber of Commerce

## **Sumit Shah – Managing Director**

- Science graduate from Bentley College
- 18 years of industry experience
- Long term business plans, M&A,

## **Neville Tata – ED**

- 18 years of industry experience
- In charge of production and
- Human Resource Planning

## **Vishwas Mehendale – Ind. Director**

- Certified F.C.A, LL.B, B Com
- Proprietor of V. V. Mehendale & Co.,
- 31 years exp. in Tax, Audit & Finance

## **Anil Chopra - Ind. Director**

- PGDM and BSC (Honors)
- 44 years marketing experience
- Chairman of Grievances Committee



# RENAISSANCE JEWELLERY LTD.

## JEWELLERY SEGMENT

- Industry overview
- Company Performance – Highlights
- Infrastructure
- Esteemed Clientele

# Gems and Jewelry Industry

## Opportunities aplenty

- ❑ Global GJ Industry could touch USD 280 billion by 2015
- ❑ Growth in developing markets is likely to be far faster than developed markets
- ❑ Developing countries yet to witness a move towards organized retailing
- ❑ Branded jewelry likely to be the fastest-growing segment > 40%
- ❑ Strong domestic demand factors along with structural advantages makes India a prime GJ destination

# Renaissance Jewellery Ltd

## Our Esteemed clientele

- ☐ Sterling Jewelers (Kay Jewelers, Jared)
- ☐ Zale Corporation
- ☐ Wal-Mart Stores, Inc.
- ☐ J.C. Penney
- ☐ Kohl's
- ☐ Fred Meyer Jewelers
- ☐ Sears/Kmart
- ☐ Amazon
- ☐ QVC

# Key Highlights

## Infrastructure



- ❑ Fully Integrated Manufacturing facilities



- ❑ State of the Art Product Development

- ❑ Fully Equipped Tool Room with Stamping and Metal Mould capability



- ❑ Latest technology used for Casting, Laser Soldering, Laser making and Assaying

- ❑ On-line Tracking of orders through customized ERP



# Key Highlights

## Infrastructure



Factory	Location	Area Sq. Ft.	No. of Employees
Unit I & II	Mumbai	57,000	1353
Unit III	Mumbai	7,000	256
Unit IV	Mumbai	10,000	306
Unit V	Mumbai	13,000	358
Unit VI	Mumbai	10,000	315
Unit EOU	Bhavnagar	63,000	1449

# Key Highlights

## Infrastructure



**MULTIPLE TREE CASTING**



**HOLLOW STEM CASTING**



**AGE HARDENING FURNACE**



**PMG MECHANICAL GALVANIC PRE-FINISHING MACHINE**



**INVESTMENT MIXING MACHINE**



# Key Highlights

## Infrastructure



# Key Highlights

## Infrastructure

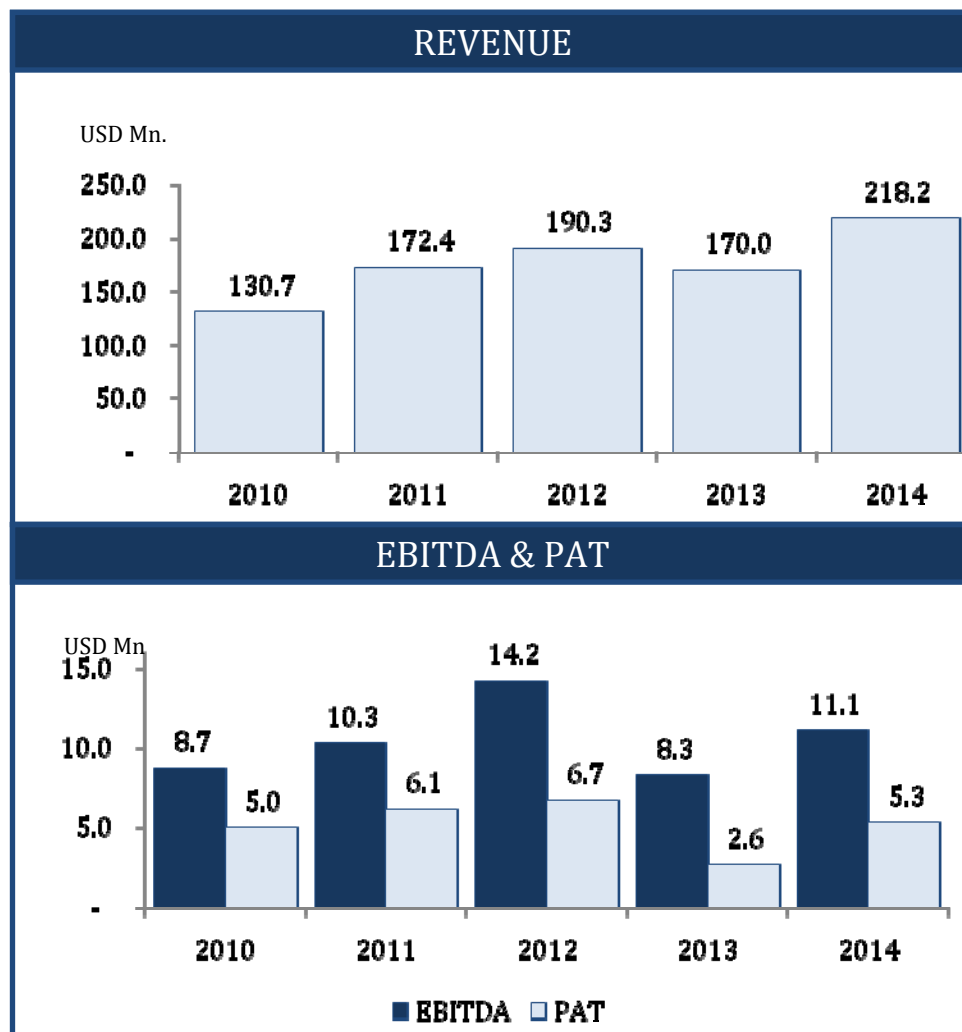




# Key Highlights

## Company Performance

- ❑ Annual Turnover for the company at a consolidated level in **FY14** is **USD 218.2M**.
- ❑ EBITDA is at **5.07%** totaling **USD 11.1M**.
- ❑ Profit after Tax stands at **2.4%** being **USD 5.3M**.



# Key Highlights

## Company Performance

USD Mn.

Particulars	2013-14	2012-13	2011-12	2010-11	2009-10
<b>Sales</b>	<b>218.2</b>	<b>170.0</b>	<b>190.3</b>	<b>172.5</b>	<b>130.7</b>
<b>PBIDT</b>					<b>8.7</b>
<b>PAT</b>	<b>5.3</b>	<b>2.6</b>	<b>6.7</b>	<b>6.1</b>	<b>5.0</b>
<b>SHAREHOLDERS FUND</b>					
Equity Share Capital	3.4	3.4	3.8	3.8	3.8
Reserves and Surplus	63.4	54.6	58.0	48.6	44.3
<i>Less: Misc. Expd</i>	-	-	-	-	-
Total	66.8	58.0	61.8	52.4	48.1
<b>LOAN FUND</b>	<b>61.1</b>	<b>43.2</b>	<b>54.7</b>	<b>56.6</b>	<b>28.0</b>
<b>Debt-Equity Ratio</b>	<b>0.91:1</b>	<b>0.74:1</b>	<b>0.88:1</b>	<b>1.07:1</b>	<b>0.58:1</b>
<b>Return on Net Worth (%)</b>	<b>7.89</b>	<b>4.55</b>	<b>10.85</b>	<b>11.69</b>	<b>10.32</b>
<b>Earning per Share (INR)</b>	<b>15.5</b>	<b>7.7</b>	<b>17.4</b>	<b>16.1</b>	<b>13.0</b>
<b>Dividend per Share (INR)</b>	<b>1.0</b>	<b>1.0</b>	<b>1.5</b>	<b>2.0</b>	<b>2.0</b>

# New Initiatives

## ❑ Bridal Initiative

- Started an independent Bridal Division having it's separate manufacturing facility
- Created an independent merchandising team headed by **Amy Rossman**, having industry experience of over 20 years.

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## Rewards and Recognition



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## Growth strategies and business outlook

- ☐ Geographical diversification
- ☐ New distribution models
- ☐ Expanding product offering
- ☐ Branded products – collections, mini-brand

# Renaissance Jewellery Ltd

## Awards

Emerging India  
Awards 2009 – SME  
(Gems and Jewelry)



Supplier of the Year Award  
Wal-Mart

Certificate of Export  
Performance



GJEPC Awards

2005-06

2007-08

2010-11

2011-12



## Environment @ Renaissance

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- Rain Water Harvesting
- Energy Efficient Casting
- Electrolytic Refining of Silver
- CFL Lighting
- Gold dust Recovery Plant
- Treatment of Effluents

## CSR @ Renaissance

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- Donating Medical Equipments to Hospitals
- Organizing Blood Donation Camps in the Factory on regular basis
- Formation of “Renaissance Foundation” a public charitable Trust



# Thank You

Contact us: Ghanshyam Walavalkar (GM- Legal & Company Secretary)  
Telephone: +91 22 4055 1221

Website: [www.renjewellery.com](http://www.renjewellery.com)  
Investor Contact: [investors@renjewellery.com](mailto:investors@renjewellery.com)