



RENAISSANCE JEWELLERY LIMITED

Today. Tomorrow. Forever

August, 2010

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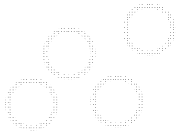
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Our Business

- Design, manufacture, distribution of studded gold, silver jewellery and chain
 - Diamond fashion
 - Bridal
 - Gemstone
 - CZ
 - Chain
- Focus on international markets with US being the prime geography
- Operate through 6 manufacturing units based out of Mumbai and Bhavnagar with capacity of producing 2.5 mn pieces a year employing ~ 4500 plus skilled employees



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



The Journey

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

2002 – Commenced business with Wal-Mart

2004 – Commenced business with Zales Corporation (largest specialty chain in NA

2005 – Set up 100% EOU at Bhavnagar (64,000 sq.ft.)

2007–Recognition as three star export house, set up Renaissance Jewelry New York, Inc

2007 - 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'



Minds that matter

Niranjan Shah – Chairman

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

Sumit Shah – Managing Director

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

Hitesh Shah – ED and CFO

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

Neville Tata – ED

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

Veerkumar Shah – Ind. Director

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

Vishwas Mehendale – Ind. Director

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

Arun Sathe – Ind. Director

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

Anil Chopra - Ind. Director

- PGDM and BSC (Honours)
- 41 years marketing experience
- Chairman of Grievances Committee



Gems and Jewellery (GJ) – An overview

- Indian Gems and Jewellery (GJ) industry pegged at USD 16 bn while globally a USD 190 bn opportunity*
- US, Middle-East, China and India are amongst the top 4 markets globally*
- Global jewellery industry growth could be sluggish (4-5% p.a), however will see emergence of new markets*

* The global gems and jewellery industry – Vision 2015: Transforming for Growth (GJEPC-KPMG report) and industry reports



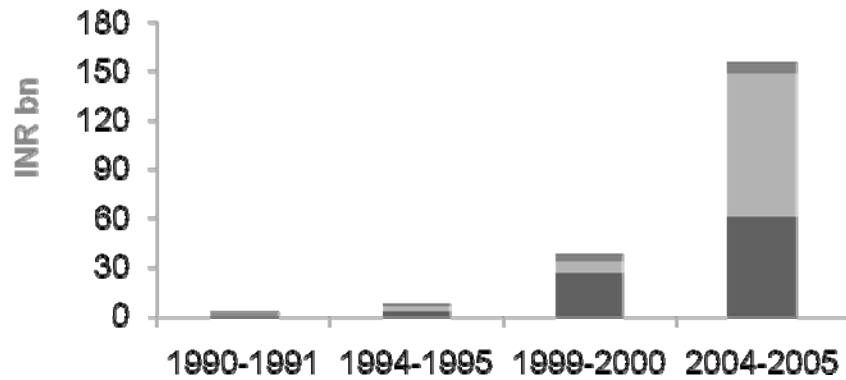
GJ India – A shining jewel

- GJ – India pegged at USD 16 bn, likely to grow at CAGR of 12% upto 2012
- 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%

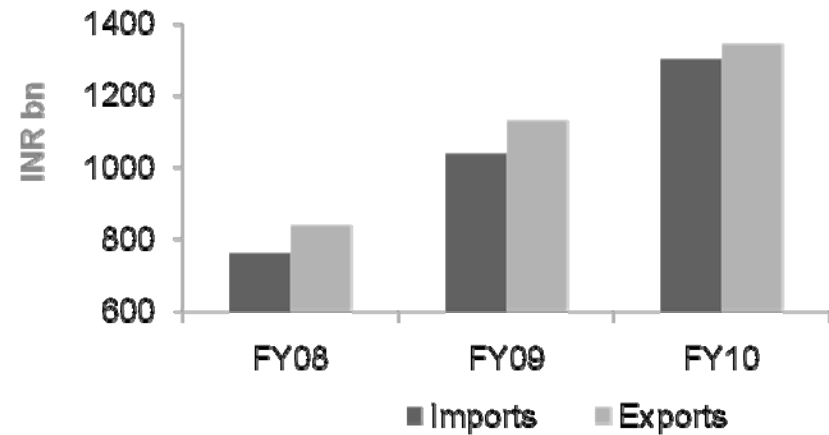


GJ India – A shining jewel (contd.)

India's GJ Exports (1990-2005)



India's GJ Exim (2008-10)



India GJ exports have grown by ~ 300x post liberalization

Source : GJEPC



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



Opportunities a plenty

- Global GJ Industry could touch USD 280 bn 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 jewellery likely to be the fastest-growing segment > 40%
- Strong domestic demand factors along with structural advantages makes India a prime GJ destination



Our Esteemed clientele

- Wal-Mart Stores Inc
- Zales Corporation
- J.C. Penney
- Sterling Jewellers
- Kohl's
- Sears
- Shop NBC
- QVC



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



Infrastructure



Factory	Location	Area Sq. Ft.	No. of Employees
Unit I	Mumbai	50,000	1088
Unit II	Mumbai	7,000	323
Unit III	Mumbai	4,000	277
Unit IV	Mumbai	6,000	541
Unit V	Mumbai	13,000	427
Unit VI	Bhavnagar	70,800	1340

** Commence operations by April, 2011*



Renaissance Jewellery Limited

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Infrastructure



Infrastructure



Infrastructure



MULTIPLE TREE CASTING



HOLLOW STEM CASTING



AGE HARDENING FURNACE



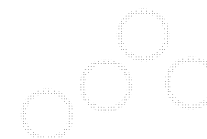
PMG MECHANICAL GALVANIC PRE-FINISHING MACHINE



INVESTMENT MIXING MACHINE



Financials – Consolidated Balance Sheet



(USD mn)	Mar-07	Mar-08	Mar-09	Mar-10
Share Capital	1	4	4	4
Reserves & Surplus	18	39	43	49
Borrowings	20	35	39	31
Sources of Funds	39	77	86	85
Fixed Assets	4	6	8	9
Investments	0	3	-	-
Net Current Assets	35	69	77	76
Application of Funds	39	77	86	85

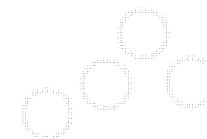
(INR mn)	Mar-07	Mar-08	Mar-09	Mar-10
Share Capital	65	184	191	191
Reserves & Surplus	802	1,736	1,916	2,214
Borrowings	905	1,559	1,739	1,399
Sources of Funds	1,772	3,479	3,848	3,803
Fixed Assets	199	274	366	383
Investments	2	117	-	-
Net Current Assets	1,554	3,083	3,482	3,411
Application of Funds	1,772	3,479	3,848	3,803



USD/INR @ 45



Financials – Consolidated Profit & Loss



(USD mn)	Mar-07	Mar-08	Mar-09	Mar-10
Sales	99	132	167	145
Other income	0	1	0	2
TOTAL Income	99	133	167	147
Manufacturing Expenditure	91	122	157	138
EBIDTA	8	11	10	10
Interest	2	2	3	2
EBDTA	6	9	7	8
Depreciation	1	1	1	1
Taxation	0	0	0	1
PAT for Appropriation.	6	7	5	6

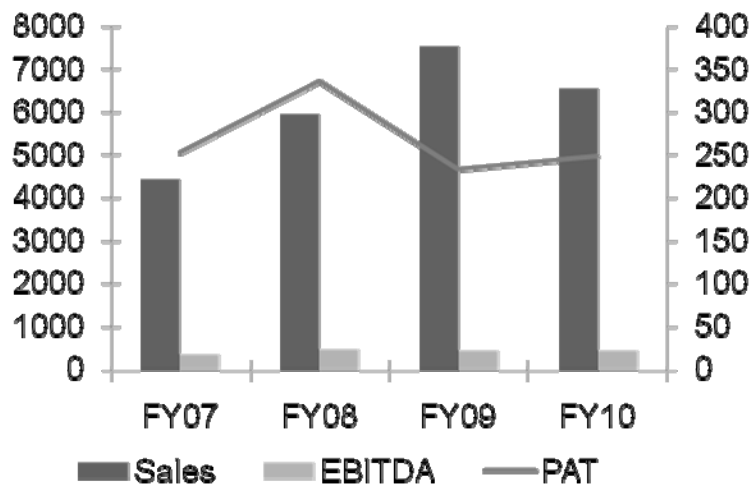
(INR mn)	Mar-07	Mar-08	Mar-09	Mar-10
Sales	4,437	5,957	7,510	6,535
Other income	16	27	10	90
Total Income	4,453	5,984	7,520	6,624
Manufacturing Expenditure	4,096	5,508	7,068	6,189
EBIDTA	357	476	452	436
Interest	76	93	150	92
EBDTA	281	383	302	344
Depreciation	31	33	46	51
Taxation	-3	13	22	45
PAT for Appropriation.	253	337	234	248



USD/INR @ 45



Key Financials



	Mar-07	Mar-08	Mar-09	Mar-10
Debt : Equity	1.0	0.8	0.8	0.6
Interest coverage	4.1	4.6	3.2	3.2
EPS	19.5	23.0	12.6	13.0
RoNW	30%	18%	11%	10%
Working Capital (% Sales)	0	1	0	1
Inventory Days	92	108	156	161
Receivable Days	81	108	47	51



Share holding pattern and listing history

Chart : one-year stock price performance

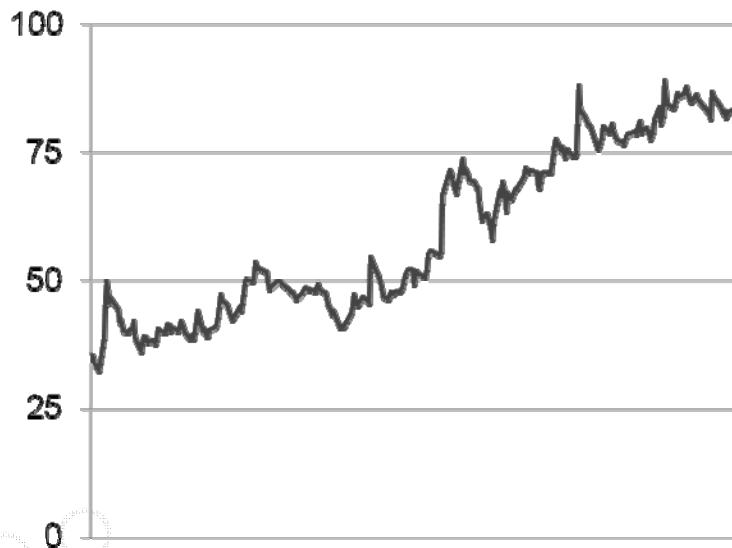
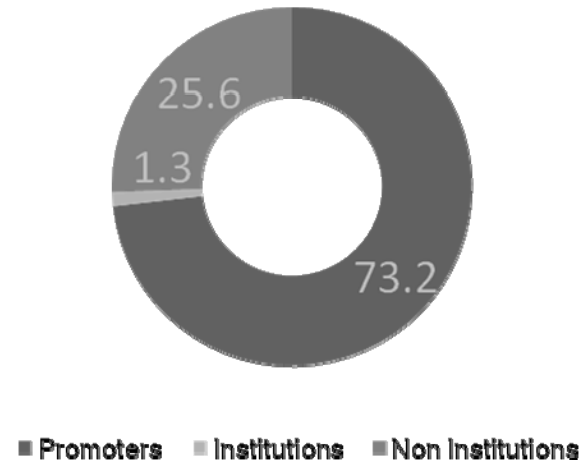


Chart : Share holding pattern (Mar 2010)



Listed on BSE and NSE since December, 2007



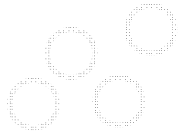
Prudent business practices....helped us through crisis 2008-09

- Debt Equity ratio lower than 1
- Cash flow cycle was closely monitored (DD down to 48 days)
- 65% of receivables insured
- Constant monitoring of customer's business outlook



Growth strategies and business outlook

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



Rewards and Recognition

2001 – Received Export Performance Award from SEEPZ-SEZ as SEEPZ-SEZ Star 2000-2001 for export of over Rs 75 crores from the zone in the Gem And Jewellery Sector during 2001

2005 – Received 'International Supplier of the Year' award from Wal-Mart for the year 2004

2005 – Received Business Excellence Model (BEM) Certification as a "Certified Diamond Jewellery Manufacturer" from Rio Tinto Diamonds- An Australian mining company

2006 – Certificate of Merit by GJEPC for being the second largest exporter of studded precious metal jewellery from SEEPZ-SEZ for the year 2005-06

2007 – Recognition as Three Star Export House

2008 – Certificate of Merit by GJEPC for being the largest exporter of studded precious metal jewellery from SEEPZ-SEZ for the year 2007-08.



Awards

Emerging India Awards 2009 – SME (Gems and Jewellery)



Supplier of the Year Award Wal Mart

Certificate of Export Performance



Business Excellence Model

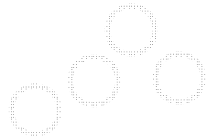


GJEPC Award 2007-08



Environment @ Renaissance

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



CSR @ Renaissance

- 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 – www.renjewellery.com

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