

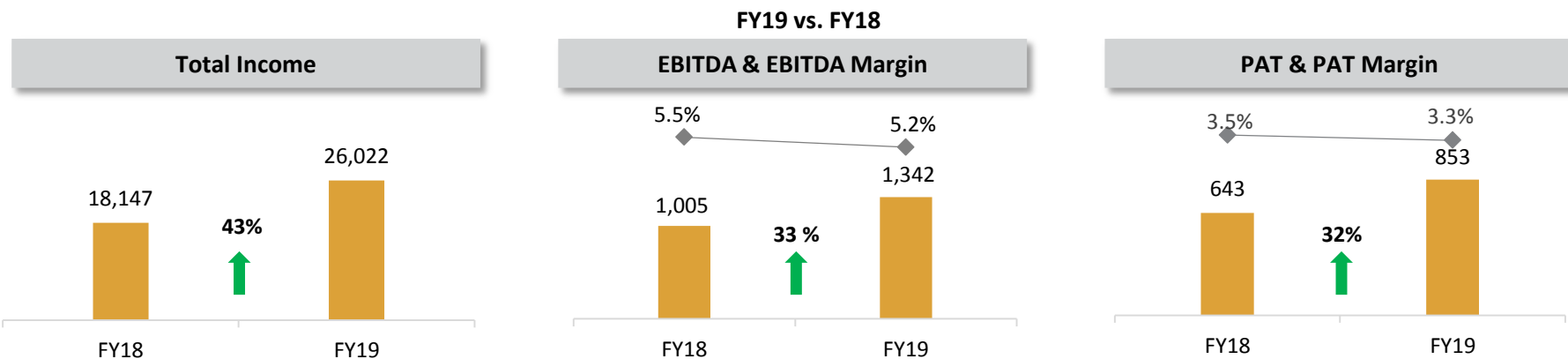
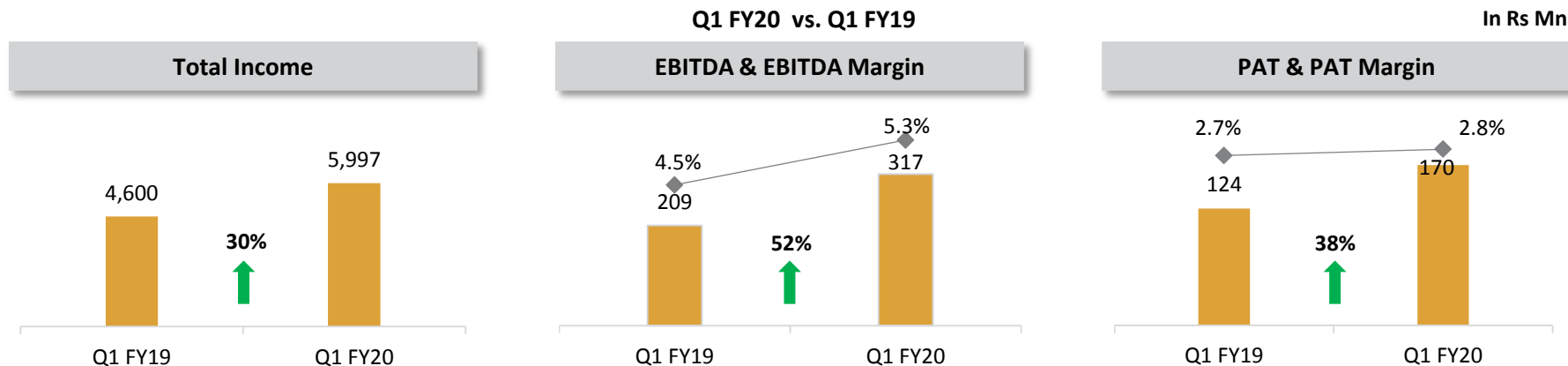


RENAISSANCE  
GLOBAL LIMITED

## Q1 FY20 FINANCIAL OVERVIEW

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# Q1 FY20 : Key Highlights



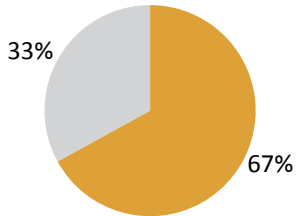
# Q1 FY20 : Segment Analysis



## Q1 FY20 vs. Q1 FY19

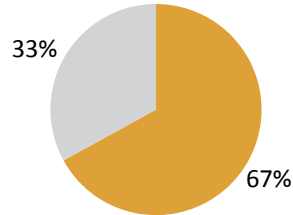
### Studded & Plain Gold Jewellery

#### Q1 FY19



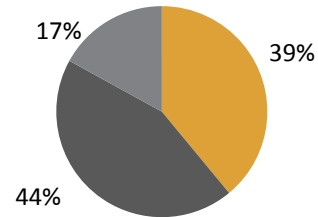
■ Studded Jewellery ■ Plain Gold Jewellery

#### Q1 FY20



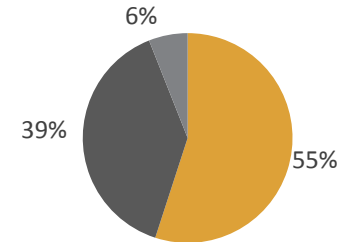
### Geographical Mix

#### Q1 FY19



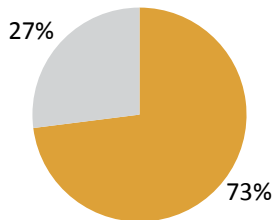
■ N. America ■ Middle East ■ Others

#### Q1 FY20



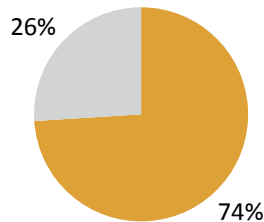
## FY19 vs. FY18

#### FY18

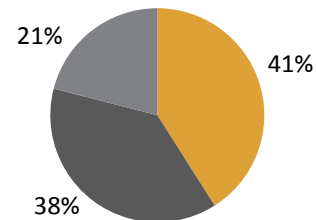


■ Studded Jewellery ■ Plain Gold Jewellery

#### FY19

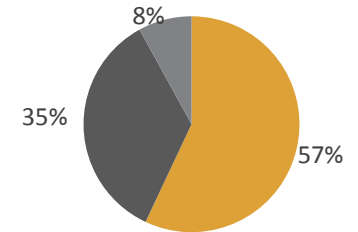


#### FY18



■ N. America ■ Middle East ■ Others

#### FY19



# Consolidated Profit & Loss Statement



Particulars (In Rs Mn)	Q1 FY20	Q1 FY19	YoY %	FY19*	FY18*	YoY %
<b>Revenue From Operations</b>	<b>5,978.4</b>	<b>4,596.8</b>	<b>30.1%</b>	<b>25,906.3</b>	<b>18,109.6</b>	<b>43.1%</b>
Other Income	18.2	3.6		115.7	373.9	-69.1%
<b>Total Income</b>	<b>5,996.6</b>	<b>4,600.4</b>	<b>30.3%</b>	<b>26,022.0</b>	<b>18,147.0</b>	<b>43.4%</b>
COGS	4,940.4	3,852.7	28.2%	21,441.6	14,803.9	44.8%
<b>Gross Profit</b>	<b>1,056.2</b>	<b>747.7</b>	<b>41.2%</b>	<b>4,580.4</b>	<b>3,343.1</b>	<b>37.0%</b>
<b>Gross Margin %</b>	<b>17.6%</b>	<b>16.3%</b>	<b>130 bps</b>	<b>17.6%</b>	<b>18.4%</b>	<b>130 bps</b>
Employee Expenses	234.4	187.0	25.3%	922.8	789.2	16.9%
Other Expenses	504.5	351.5	43.5%	2,315.5	1548.3	49.5%
<b>EBITDA</b>	<b>317.3</b>	<b>209.2</b>	<b>51.7%</b>	<b>1,342.1</b>	<b>1,005.6</b>	<b>33.5%</b>
<b>EBITDA Margin %</b>	<b>5.3%</b>	<b>4.5%</b>	<b>80 bps</b>	<b>5.2%</b>	<b>5.5%</b>	<b>-30 bps</b>
Depreciation	54.8	25.3		181.0	110.6	63.7%
Finance Cost	79.7	25.6		249.6	144.9	72.3%
<b>PBT</b>	<b>182.8</b>	<b>158.3</b>	<b>15.5%</b>	<b>911.5</b>	<b>750.1</b>	<b>21.5%</b>
Tax Expense	12.8	34.6		59.0	106.7	-44.7%
<b>PAT</b>	<b>170.0</b>	<b>123.7</b>	<b>37.4%</b>	<b>852.5</b>	<b>643.4</b>	<b>32.5%</b>
<b>PAT Margin %</b>	<b>2.8%</b>	<b>2.7%</b>	<b>20 bps</b>	<b>3.3%</b>	<b>3.5%</b>	<b>-17 bps</b>
<b>Loss due to discontinued Operations</b>	<b>3.1</b>	<b>6.7</b>		<b>11.2</b>	<b>5.4</b>	

\*P&L Excluding loss due to discontinued operations

# Consolidated Balance Sheet



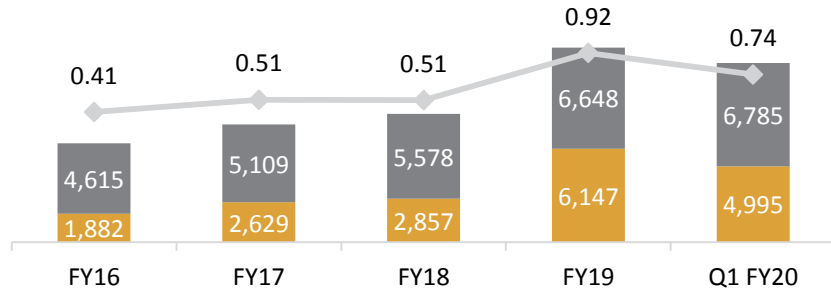
Particulars (In Rs Mn)	Jun-19	Jun-18
<b>Shareholder's Funds</b>	<b>6,784.7</b>	<b>5,689.3</b>
Equity Share Capital	186.8	186.8
Reserves & Surplus	6,598.1	5,502.5
<b>Minority Interest</b>	<b>3.2</b>	<b>-6.6</b>
<b>Non-Current Liabilities</b>		
Borrowings	8.8	11.2
Long Term Provisions	20.2	20.7
<b>Current Liabilities</b>		
Income Tax Liabilities (net)	58.7	-
Short Term Borrowings	5,747.5	3,184.0
Trade Payables	2,889.5	2,638.2
Other Current Liabilities	330.7	273.7
Short Term Provisions	19.5	15.5
<b>Total Equity &amp; Liabilities</b>	<b>15,863.0</b>	<b>11,826.0</b>

Particulars (In Rs Mn)	Jun-19	Jun-18
<b>Non-Current Assets</b>		
Fixed Assets – Tangible & Intangible	810.2	587.7
CWIP & Intangibles under development	6.1	40.4
Other Non Current Assets	208.2	138.3
Deferred Tax Assets (Net)	329.1	265.2
<b>Current Assets</b>		
Current Investments	154.6	163.1
Inventories	9,938.7	6,242.2
Trade Receivables	3,101.6	2,993.0
Cash & Bank Balances	598.1	822.2
Short Term Loans & Advances	5.5	10.6
Other Current Assets	638.3	493.6
Asset Classified for Sale	72.6	69.7
<b>Total Assets</b>	<b>15,863.0</b>	<b>11,826.0</b>

# Financial Strength Driving Business Growth (Consolidated)

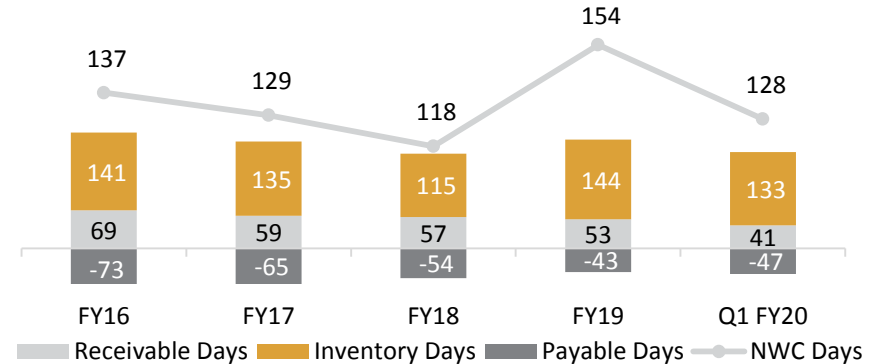


## Leverage (Rs Mn)

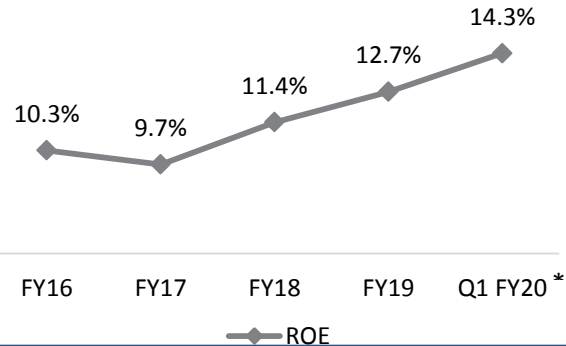


■ Net Debt    ■ Equity    ◆ Net Debt/Equity  
 Net Debt = Borrowings – Current Investments – Cash and Bank Balances  
 Equity = Share capital + Reserves & Surplus

## Working Capital Analysis



## Return on Equity



## Long term goal of the company is:



- 1. Less than 0.5 Net Debt\Equity ratio**
- 2. Maximize Free Cash flow to the company and**
- 3. Greater than 15% RoE consistently through cycles**

Our Debt levels are currently elevated due to the acquisition of Jay Gems and the Debt on the Balance Sheet of that company. Money due to the erstwhile owners of the company is also classified as Debt but carries no interest.

Our company has always maintained a strong Balance Sheet and will work towards reducing the Net Debt/Equity ratio to our target range.



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**THANK YOU**

For any investor queries, reach out to



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