



RENAISSANCE JEWELLERY LTD.

TODAY, TOMORROW, FOREVER

Company Performance Update

Financial Year 2011



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About the Company

Renaissance Jewellery Limited (RJL):

RJL has been the business of design, manufacture and sale of studded gold, platinum and silver jewellery for last **15 years**, with USA being the largest end market. We operate through **seven manufacturing units** of which six units are located at SEEPZ SEZ at Mumbai and one 100% EOU unit at Bhavnagar in Gujarat. Our portfolio includes rings, earrings, pendants, bracelets, bangles, etc. studded with polished diamonds and other precious stones.

Our Presence:

Our Company has its wholly owned Subsidiaries in **USA and UK** as our marketing and sales arms. Along with US and European markets, we are currently exploring the **domestic market** opportunity by selling our products to jewellery retailers.

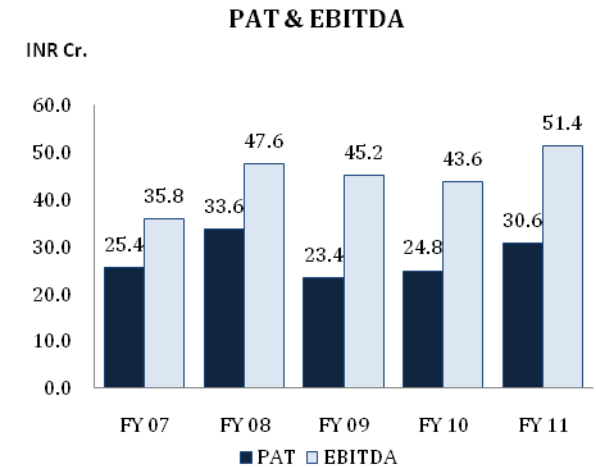
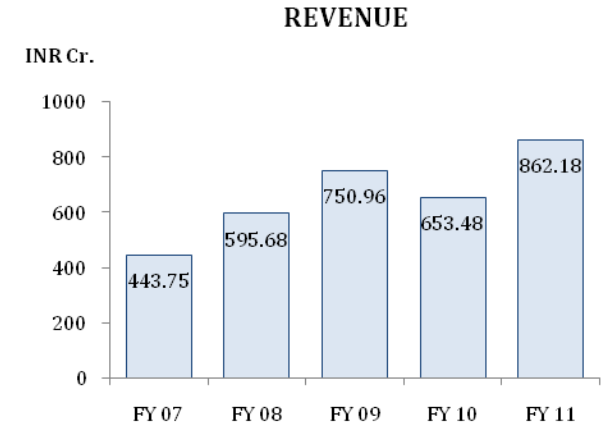
Housefull International Ltd. (HFIL):

Apart from our core Jewellery business, we have also expanded into the organized **Home Retail Segment** through one of our acquisitions this financial year which included the home retail brand "HOUSE FULL".

Key Highlights

Financial Year 2011

- FY 11 Revenue at INR 862.18 Cr. up 32% Y-o-Y driven by higher realization per unit.
- EBITDA up 18% Y-o-Y to INR 51.43 Cr.
- PAT for the Year was up 23% Y-o-Y to INR 30.61 Cr.





Renaissance Jewellery Limited

CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED MARCH 31, 2011

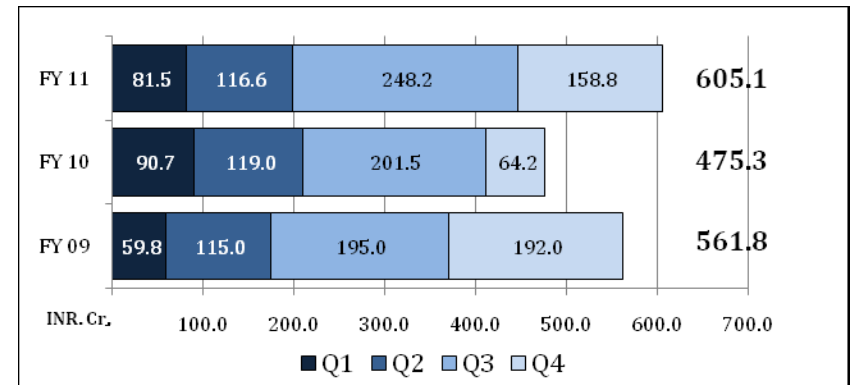
	SCHEDULE	Year Ended March 31, 2011	Year Ended March 31, 2010
INCOME			
Sales	12	8,621,755,163	6,534,756,384
Other Income	13	76,694,408	89,688,003
TOTAL		8,698,449,571	6,624,444,387
EXPENDITURE			
Consumption of Materials	14	4,479,561,946	3,398,064,843
Cost of Traded Goods		2,345,823,757	1,789,641,046
Decretion / (Accretion) to Inventories	15	(417,749)	-
Personnel Costs	16	803,531,525	626,120,770
Manufacturing and Other Expenses	17	555,598,254	374,699,979
Interest and Financial Charges	18	120,816,736	92,377,687
Depreciation		62,601,214	50,659,848
Preliminary Expenses		28,870	126,101
TOTAL		8,367,544,553	6,331,690,275
PROFIT BEFORE TAXATION		330,905,018	292,754,113
Less: Provision for Taxation			
Current Tax		50,541,854	56,743,105
Wealth Tax		50,000	60,000
Deferred Tax		(9,971,561)	(12,296,404)
MAT Credit		(15,900,000)	-
PROFIT AFTER TAXATION FOR APPROPRIATION		306,184,725	248,247,412
Add : Balance Brought Forward		1,359,613,147	1,174,009,718
Profit available for Appropriation		1,665,797,871	1,422,257,129
Appropriation			
Proposed Dividend		38,158,880	38,158,880
Tax on Proposed Dividend		6,337,713	6,485,102
Transfer to General Reserve		25,000,000	18,000,000
Balance carried to Balance Sheet		1,596,301,278	1,359,613,147
		1,665,797,871	1,422,257,129

Company Performance – Jewellery Segment

RJL Standalone

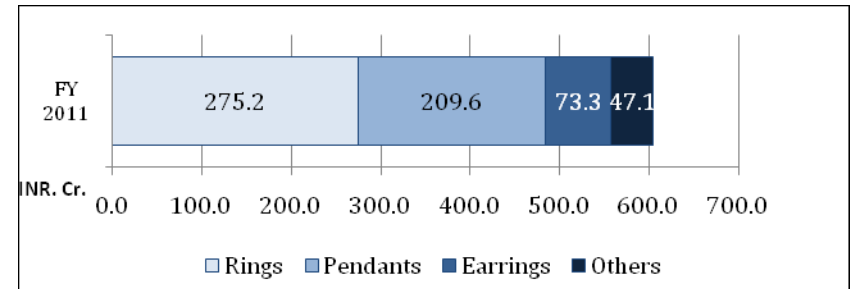
- FY11 revenues on standalone basis were up 27% Y-o-Y to INR 605.1Cr with a gold silver mix of 56:44.
- Revenue contribution for Q3 and Q4 which are the major contribution quarters, grew by 53% Y-o-Y.
- Major revenue contributors have been rings and pendants which contribute to almost 80% of the total revenues for FY11.
- The average price points for gold and silver for FY11 being US\$ 132 and US\$ 33 respectively.

Quarterly Revenue Trend



*Standalone Numbers for RJL

Category wise Revenue Break up



*Standalone Numbers for RJL

Company Performance – Home Retail Segment

New Stores for FY 11

Aundh

Ahmedabad

Rajkot

Baroda

Banergatta

Banshankari

Rajaji Nagar

HRBR

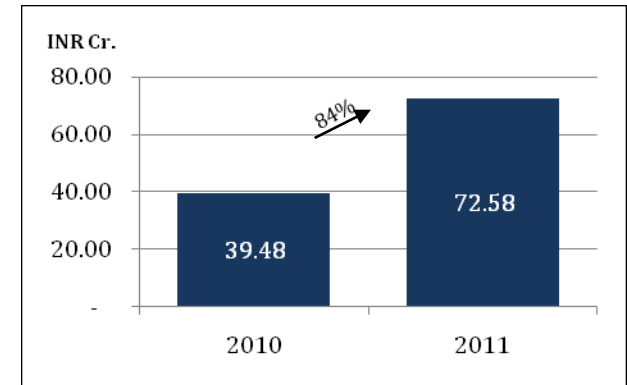
Marathalli

Andheri

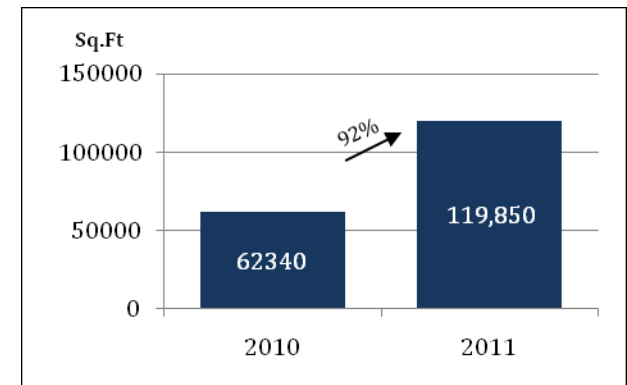
Housefull International Ltd.

- HFIL gross revenues of the Home Retail business was up 84% from FY10 to INR 72.58 Cr.
- The company increased 10 additional stores in FY11 and currently has 22 fully operational stores as of 30th June'11.
- The total area had and increase of 92% to 119,850 sq. ft. due to the increase in store count. The average sales/ sq. ft. for FY11 on an annualized basis were INR 6055 per sq. ft.

HFIL Revenue



HFIL – Store Area



Business Outlook

Jewellery Segment

- We expect **US** to remain our largest market over the medium term and are upbeat on opportunities in -
 - **Bridal Jewellery and Digital Media Retail** – Immense potential and scope for growth in near future.
 - **Branded Jewellery** –We would like to explore this business further over the next few years.
- **Europe** – Europe as a geography is a small part of our business and hence is likely to grow faster due to small base that we have.
- **Domestic opportunity** –We have initiated activities to explore this opportunity and feel that the appropriate route to start out would be by focusing on selling to jewellery retailers in India.

Home Retail Segment

- Given India's demographics dividend we believe organized Home retail industry could grow by **25-30% CAGR** over next few years.
- Even as we currently operate most of our stores in larger cities we see immense potential in **Tier 2 and Semi-Urban** cities.
- We plan to operate **75 stores** across India targeting Revenue in excess of **INR 400 Crs by FY 2014**.

Thank You

Contact us:

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