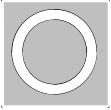


RENAISSANCE JEWELLERY LTD.

TODAY, TOMORROW, FOREVER

Q2 FY12 Earnings Presentation

November 2011



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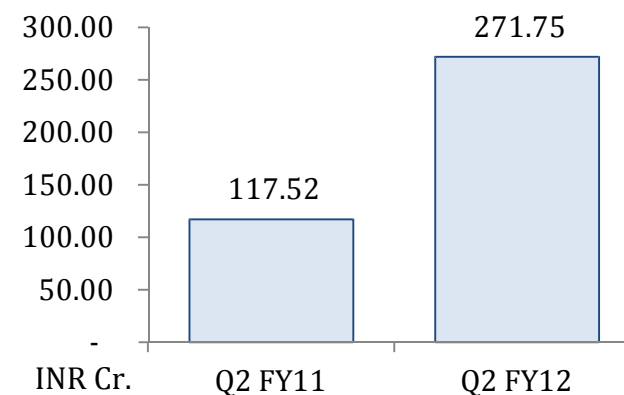
Key Highlights

Quarter 2 – FY 12

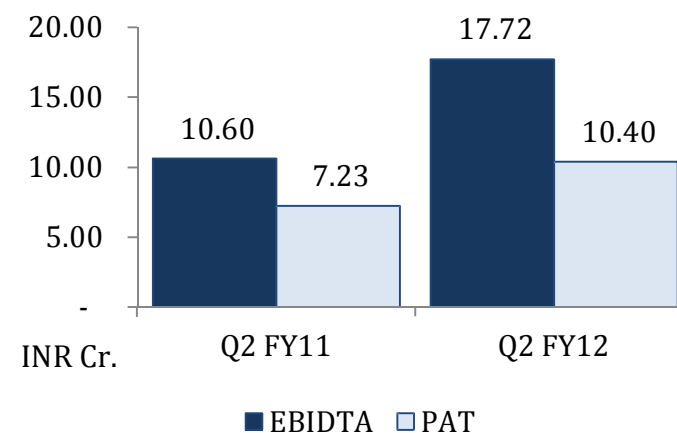
- **Q2 FY12 Revenue at INR 271.75 Cr. up 131% Y-o-Y** driven mainly by higher realization per unit.
- **EBITDA* up 67.07% Y-o-Y to INR 17.72 Cr. for Q2 FY12**
- **EBITDA* Margins at 6.52% for Q2 FY12 as compared to 9% in Q2 FY11.**
- **PAT for the quarter was up 43.85% Y-o-Y to INR 10.4 Cr.**

*EBITDA for Q2 FY12 includes Forex loss of INR 19.82 Cr as compared to a gain of INR 6.93 Cr in Q2 FY11 which has impacted the margins.

Q2 Revenue Trend



Q2 EBITDA & PAT



Key Highlights

Quarter 2 – FY 12

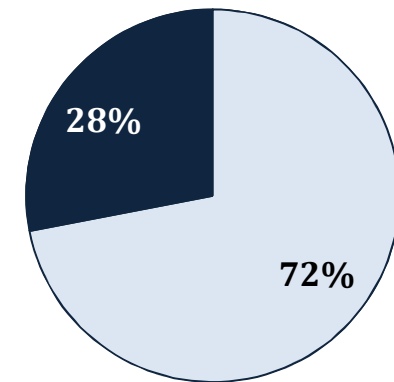
- The company has acquired a 100% stake in AJIT GARMENTS PVT. LTD. for the total consideration of 720 Lacs in Q2 FY12.
- Also, during the Quarter, Rupee depreciated by 9.4% as compared to the USD resulting in unrealized exchange loss of INR 19.8 Cr on account of revaluation of foreign currency Loans, Creditors, Debtors and Mark to Market on forward contracts.
- The inventory buildup for Q2 was on account large Christmas and Thanksgiving orders in the next quarter. The open orders for jewellery as of 30th Sept 2011 were 239.6 Cr. as against the inventory levels of 314 Crs.

Company Performance – Jewellery Segment

Revenue Break up – RM wise & Category wise

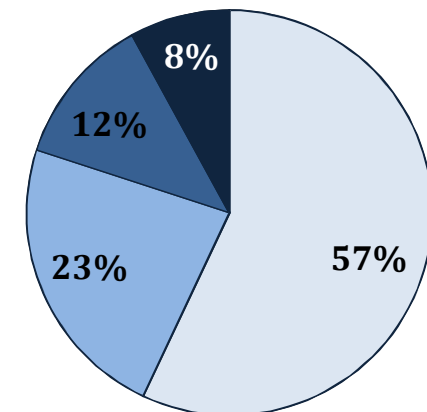
- The Gold silver Jewellery Mix for Q2 FY12 was 72:28 as compared to 68:32 in Q1 FY12
- In the Categories, Rings and Pendants continue to be the major contributors towards the revenue in Q2 FY12 with 57% and 23% of contribution respectively.

Raw Material wise Revenue



□ Gold ■ Silver

Category wise Sales Break up



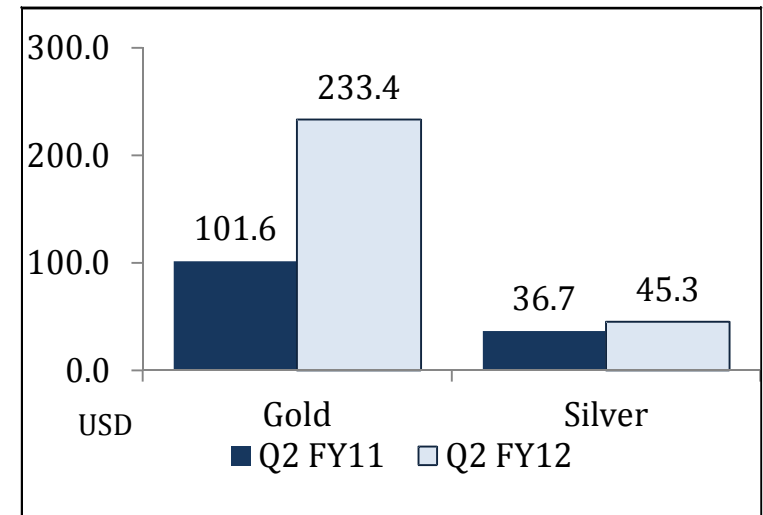
□ Rings □ Pendants ■ Earrings ■ Others

Company Performance – Jewellery Segment

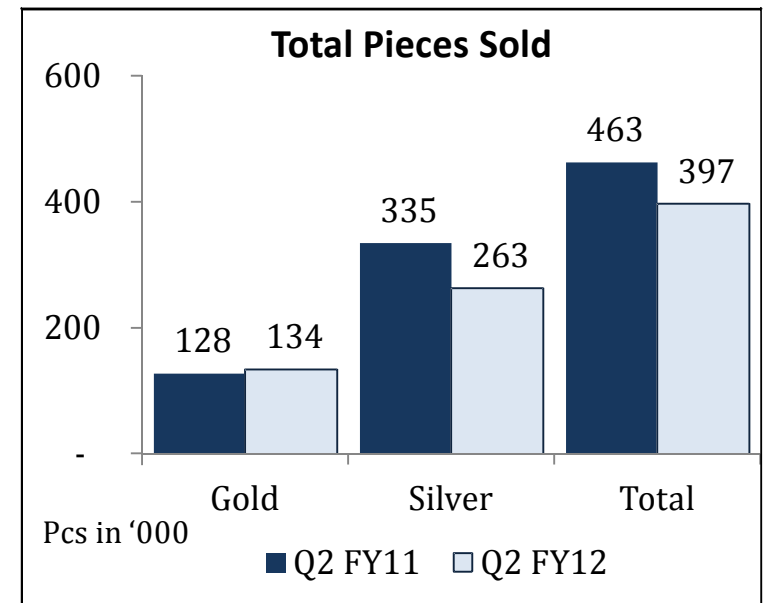
Operating Performance

- There has been a dip in the Total Pieces sold in spite of much higher revenues this quarter as compared to Q2 FY11 due to high prices of commodities.
- The rising prices of the precious metals have resulted higher realization per piece as compared to Q2 FY11.
- The average price points for gold and silver for Q2 FY12 being US\$ 233.4 and US\$ 45.3 respectively.

Average Price Per Piece



Total Pieces Sold



Company Performance – Home Retail Segment

New Stores opened
in Q2 FY 12

Dilsukhnagar,
Hyderabad

Worli, Mumbai

Karkhana, Hyderabad

Housefull International Ltd.

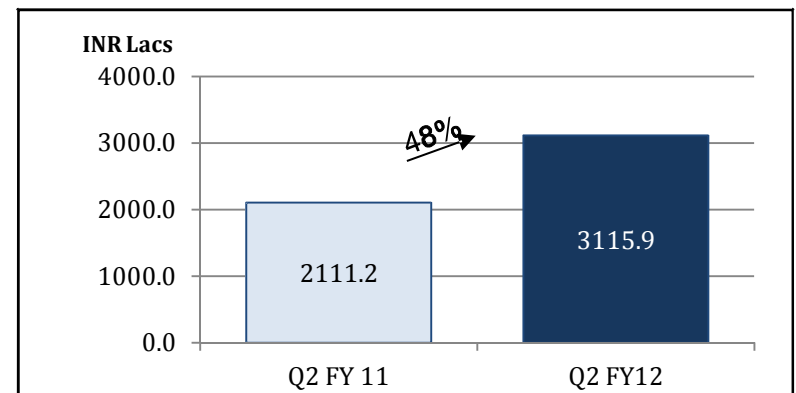
- HFIL Revenues of continuing sales of the Home Retail business in Q2 FY12 were up 48% to INR 3115.9 Lacs and an additional one time revenue of INR 840.7 Lacs through sales of discontinued products.
- In Q2 FY12, the EBITDA Margins were 5.23% of Net Sales at INR 139.1 Lacs
- PBT for Q2 FY12 was INR 62.58 Lacs which was 2.35% of Net Sales.
- The company increased 3 additional stores in Q2 FY12 and currently has 25 fully operational stores as of 30th Oct'11.

** During this quarter, the company had a warehouse clearance sale which accounted for INR 840.69 Lacs of the Revenue. This was a one time activity to discard old stock and hence the EBITDA margins and other operational indicators have been calculated excluding this value .

Home Retail Performance Snapshot Q2 FY12

Revenues – Continuing Sales	INR 3115.9 Lacs
Revenues – Clearance of discontinued products	INR 840.7 Lacs
EBITDA	INR 139.1 Lacs
PBT	INR 62.58 Lacs
Store Count	25 Stores
Sales/ Sq. Ft. (annualized)	INR 7,471

HFIL : Y-o-Y Sales Growth at 48%



* Sales growth shown excludes one time clearance sales of INR 840.7 Lacs.

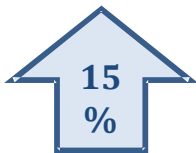
Company Performance – Home Retail Segment

Operational Efficiency

Same Store Sales



SPF

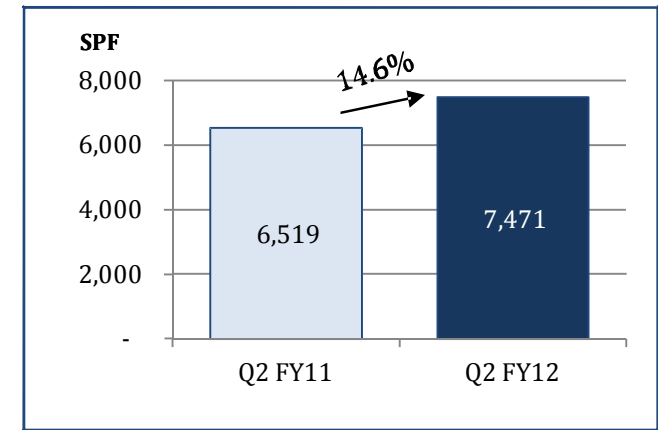


Store Area



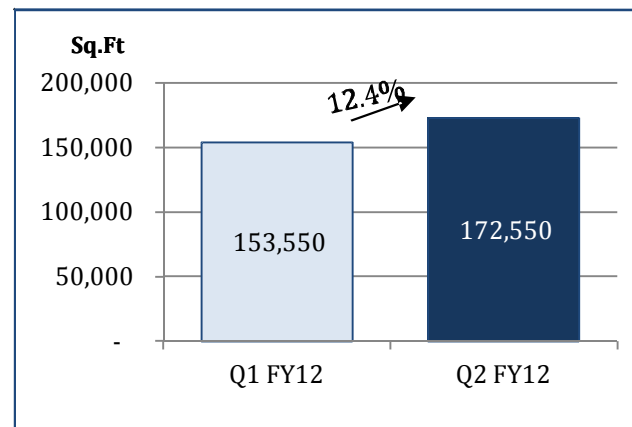
- The average sales/ sq. ft. for Q2 FY12 on an annualized basis was INR 7,471 per sq. ft. , a growth of 14.6% from INR 6519 in Q2 FY11.
- The Same Store Sales for 18 operational stores grew by 11% in Q2 this year as compare to the sales in Q2 FY11.
- The Total Store area has increased by 12.4% from Q1 FY12 to 172,550 sq. ft. due to the increase in store count.

HFIL – Sales per Sq. Ft. growth at 14.6%



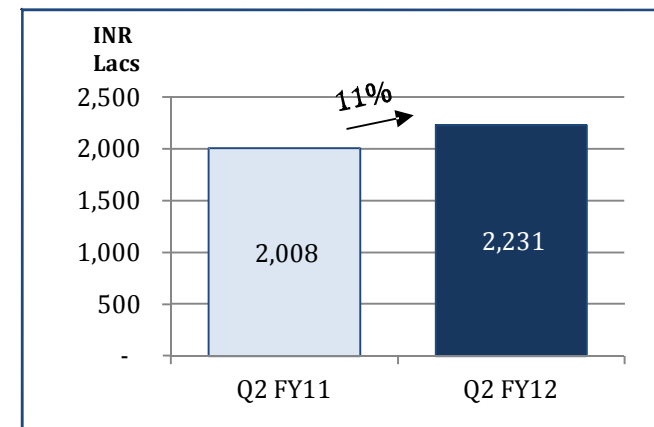
** SPF calculated does not include warehouse sales

HFIL – Store Area Growth



* Carpet Area

HFIL – Same Store Sales Growth at 11%



***Note:** The Same Store Sales Growth is considered for 18 Stores that were operational in Q2 FY11

Company Performance – Profit & Loss Statement



RENAISSANCE JEWELLERY LIMITED

REGD OFFICE : PLOT NOS. 36A & 37, SEEPZ-SEZ, ANDHERI (EAST), MUMBAI - 400 096.

UNAUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE QUARTER / HALF YEAR ENDED SEPT 30, 2011

(Rs In Lacs)

SR No.	Particulars	Quarter Ended (Unaudited)		Half Year Ended (Unaudited)		Year Ended Audited
		Sept 30, 2011	Sept 30, 2010	Sept 30, 2011	Sept 30, 2010	Mar 31, 2011
1	Income					
	a) Net Sales/Income from Operations	27,174.92	11,752.50	45,750.54	26,129.97	86,217.55
	Less : VAT	457.43	-	738.77	-	-
	b) Other Operating Income	0.04	1.26	0.67	5.93	15.31
	Total Income (a+b)	26,717.53	11,753.76	45,012.44	26,135.90	86,232.86
2	Expenditure					
	a) (Increase)/Decrease in Stock in Trade (Refer Note)	(22,957.22)	-	(23,023.78)	-	(4.18)
	b) Consumption of Raw Materials (Refer Note)	36,790.21	7,734.89	43,957.26	13,383.20	44,795.62
	c) Purchase of Traded Goods	4,772.56	96.20	11,929.88	6,090.15	23,458.24
	d) Employees Cost	2,322.51	2,297.02	4,345.61	4,005.16	8,035.32
	e) Foreign Exchange (Gain) / Loss (Refer Note)	1,982.65	(693.06)	1,949.16	(280.38)	(536.29)
	f) Other Expenditure	2,034.92	1,258.14	3,475.52	2,140.20	5,556.27
	g) Depreciation	213.02	138.95	400.66	255.39	626.01
	Total Expenditure (a+g)	25,158.65	10,832.14	43,034.31	25,593.72	81,930.99
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	1,558.88	921.62	1,978.13	542.18	4,301.87
4	Other Income	25.26	42.22	79.42	70.29	215.34
5	Profit before Interest & Exceptional Items (3+4)	1,584.14	963.84	2,057.55	612.47	4,517.21
6	Finance Cost	353.18	306.36	674.41	484.30	1,208.17
7	Profit after Interest but before Exceptional Items (5-6)	1,230.96	657.48	1,383.14	128.17	3,309.04
8	Exceptional Items	-	-	-	-	-
9	Profit / (Loss) from Ordinary Activities before Tax (7-8)	1,230.96	657.48	1,383.14	128.17	3,309.04
10	Tax expense	190.71	(65.74)	212.93	44.14	247.20
11	Net Profit / (Loss) from Ordinary Activities After Tax (9-10)	1,040.25	723.22	1,170.21	84.03	3,061.84
12	Extraordinary Items (net of tax Expense)	-	-	-	-	-
13	Net Profit / (Loss) for the Period (11-12)	1,040.25	723.22	1,170.21	84.03	3,061.84

Company Performance – Segment wise Revenues

RENAISSANCE JEWELLERY LIMITED						
REGD OFFICE : PLOT NOS. 36A & 37, SEEPZ-SEZ, ANDHERI (EAST), MUMBAI - 400 096.						
SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED FOR THE QUARTER / HALF YEAR ENDED SEPT 30, 2011						
(Rs In Lacs)						
Sr No.	Particulars	Quarter Ended (Unaudited)		Half Year Ended (Unaudited)		Year Ended Audited
		Sept 30, 2011	Sept 30, 2010	Sept 30, 2011	Sept 30, 2010	Mar 31, 2011
1	Segment Revenue					
	Jewellery	21,654.88	11,752.50	36,656.78	26,129.97	86,217.55
	Diamonds	8,142.56	6,217.09	14,808.72	11,634.15	18,766.77
	Home Retail	3,499.15	-	5,628.69	-	-
	Unallocated	-	-	-	-	-
	Total	33,296.59	17,969.59	57,094.19	37,764.12	104,984.32
	Less : Inter Segment Revenue	6,579.10	6,217.09	12,082.42	11,634.15	18,766.77
	Net Sales / Income from Operations	26,717.49	11,752.50	45,011.77	26,129.97	86,217.55
2	Segment Result					
	(Profit before Tax and Interest from each segment)					
	Jewellery	1,395.63	963.84	1,694.01	612.47	4,517.21
	Diamonds	105.25	-	132.62	-	-
	Home Retail	101.09	-	220.89	-	-
	Unallocated	-	-	-	-	-
	Total	1,601.97	963.84	2,047.52	612.47	4,517.21
	Less : Interest	353.18	306.36	674.41	484.30	1,208.17
	Unallocated (Income) / Expenditure (net)	17.82	-	(10.03)	-	-
	Total Profit before Tax	1,230.97	657.48	1,383.14	128.17	3,309.04
3	Capital Employed					
	(Segment Assets - Segment Liabilities)					
	Jewellery	30,467.33	28,627.61	30,467.33	28,627.61	33,670.25
	Diamonds	7,165.41	7,284.61	7,165.41	7,284.61	7,058.08
	Home Retail	3,039.00	-	3,039.00	-	-
	Unallocated	(13,834.31)	(12,073.04)	(13,834.31)	(12,073.04)	(8,448.30)
	Total	26,837.43	23,839.18	26,837.43	23,839.18	32,280.03

Thank You

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