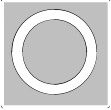


RENAISSANCE JEWELLERY LTD.

TODAY, TOMORROW, FOREVER

## Q3 FY12 Earnings Presentation

Feb'12



## INDEX

- Key Highlights – Q3 FY12
- Company Performance
  - *Jewellery Segment - RJJ*
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    - *P&L Statement*
  - *Home Retail - Housefull International Ltd.*
    - *Performance Snapshot*
    - *Operating Efficiency*
    - *P&L Statement*

# Key Highlights

## Quarter 3 – FY 12

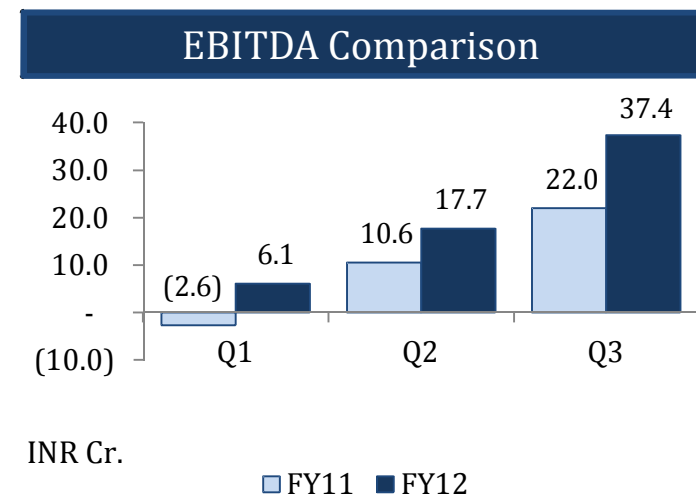
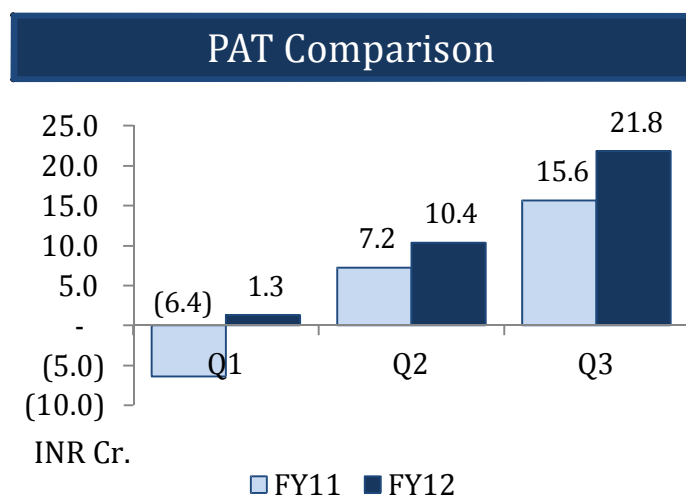
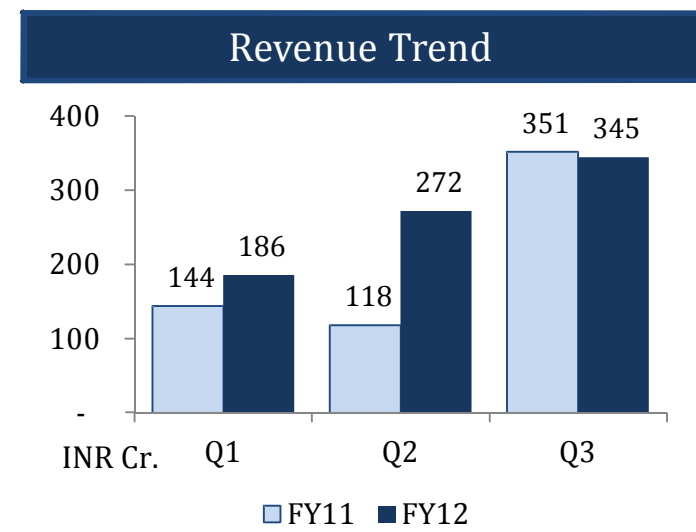
- Q3 FY12 Revenue at INR 344.49 Cr. down 2% Y-o-Y mainly due to higher sales to our subsidiaries during Q3 resulting in higher operating Margins for the company.
- EBITDA up 70% Y-o-Y to INR 37.4 Cr. for Q3 FY12
- EBITDA Margins at 10.85% for Q3 FY12 as compared to 6.26% in Q3 FY11.
- PAT for the quarter was up 40% Y-o-Y to INR 15.6 Cr.

EBITDA  
Margins

11  
%

PAT Margins

6.3  
%

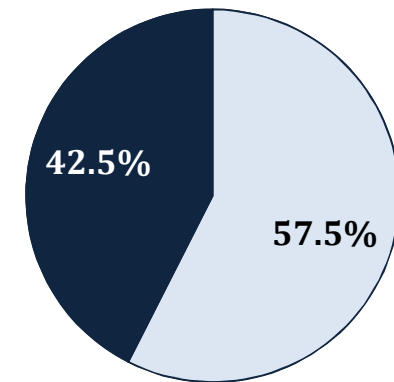


# Company Performance – Jewellery Segment

## Revenue Break up – RM wise & Category wise

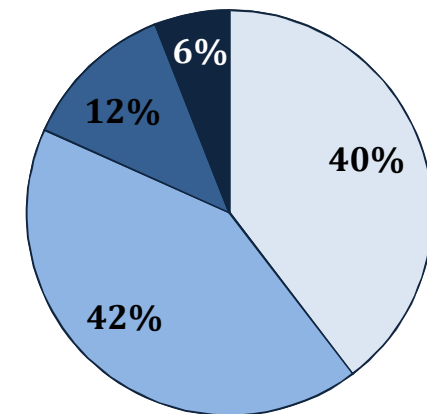
- The Gold Silver Jewellery Mix for Q3 FY12 was 58:42 as compared to 54:46 in Q3 FY11
- In the Categories, Rings and Pendants continue to be the major contributors towards the revenue in Q3 FY12 with 40% and 42% of contribution respectively.

**Raw Material wise Revenue**



□ Gold ■ Silver

**Category wise Sales Break up**



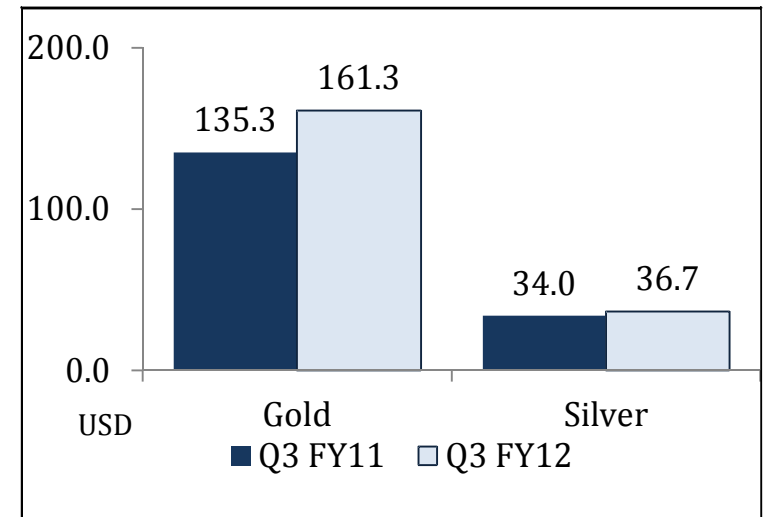
□ Rings □ Pendants ■ Earrings ■ Others

# Company Performance – Jewellery Segment

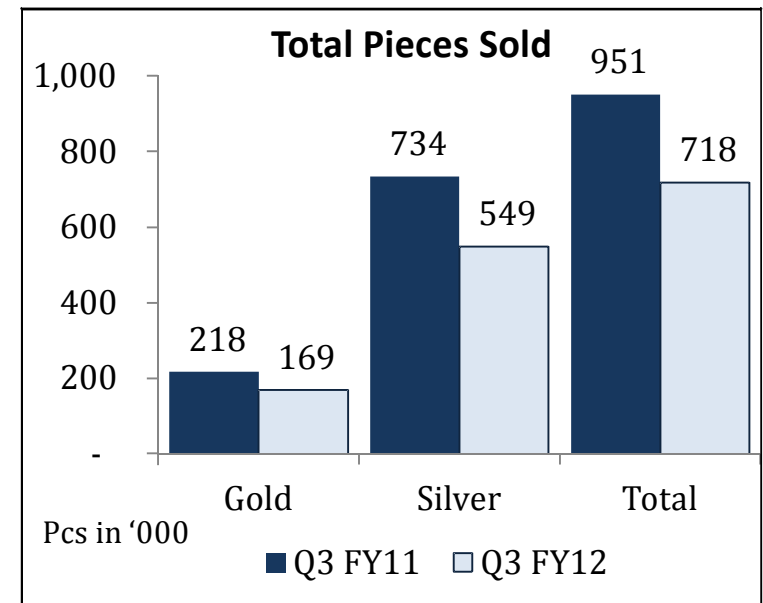
## Operating Performance

- There has been a significant dip in the Total Pieces sold in spite of the revenues being almost flat this quarter as compared to Q3 FY11. This was mainly on account of high prices of commodities.
- The rising prices of the precious metals have resulted higher realization per piece as compared to Q3 FY11 for both Gold and Silver Jewellery.
- The average price points for gold and silver for Q3 FY12 being US\$ 161.3 and US\$ 36.7 respectively.

**Average Price Per Piece**



**Total Pieces Sold**



# Company Performance – Jewellery Segment



## RENAISSANCE JEWELLERY LIMITED

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

### UNAUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE QUARTER ENDED DEC 31, 2011

(Rs In Lacs)

SR No.	Particulars	Quarter Ended (Unaudited)			Nine Months Ended (Unaudited)		Year Ended Audited
		Dec 31, 2011	Sept 30, 2011	Dec 31, 2010	Dec 31, 2011	Dec 31, 2010	Mar 31, 2011
1	<b>Income</b>						
	a) Net Sales/Income from Operations	34,449.20	27,174.92	35,130.27	80,199.74	61,260.24	86,217.55
	Less : VAT	299.31	457.43	-	1,038.08	-	-
	b) Other Operating Income	0.40	0.04	0.24	1.07	6.17	15.31
	<b>Total Income (a+b)</b>	<b>34,150.29</b>	<b>26,717.53</b>	<b>35,130.51</b>	<b>79,162.73</b>	<b>61,266.41</b>	<b>86,232.86</b>
2	<b>Expenditure</b>						
	a) (Increase)/Decrease in Stock in Trade (Refer Note 4)	10,217.04	(22,957.22)	-	(12,806.74)	-	(4.18)
	b) Consumption of Raw Materials (Refer Note 4)	5,874.76	36,790.21	19,713.32	49,832.02	33,096.52	44,795.62
	c) Purchase of Traded Goods	8,729.10	4,772.56	9,336.18	20,658.98	15,426.33	23,458.24
	d) Employees Cost	2,228.36	2,322.51	2,245.10	6,573.97	6,250.26	8,035.32
	e) Foreign Exchange (Gain) / Loss	1,241.49	1,982.65	(47.92)	3,190.65	(328.30)	(536.29)
	f) Other Expenditure	2,121.22	2,034.92	1,684.07	5,596.74	3,824.27	5,556.27
	g) Depreciation	236.99	213.02	149.05	637.65	404.44	626.01
	<b>Total Expenditure (a+g)</b>	<b>30,648.96</b>	<b>25,158.65</b>	<b>33,079.80</b>	<b>73,683.27</b>	<b>58,673.52</b>	<b>81,930.99</b>
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	<b>3,501.33</b>	<b>1,558.88</b>	<b>2,050.71</b>	<b>5,479.46</b>	<b>2,592.89</b>	<b>4,301.87</b>
4	Other Income	6.07	25.26	19.31	85.49	89.60	215.34
5	<b>Profit before Interest &amp; Exceptional Items (3+4)</b>	<b>3,507.40</b>	<b>1,584.14</b>	<b>2,070.02</b>	<b>5,564.95</b>	<b>2,682.49</b>	<b>4,517.21</b>
6	Finance Cost	523.30	353.18	351.68	1,197.71	835.98	1,208.17
7	<b>Profit after Interest but before Exceptional Items (5-6)</b>	<b>2,984.10</b>	<b>1,230.96</b>	<b>1,718.34</b>	<b>4,367.24</b>	<b>1,846.51</b>	<b>3,309.04</b>
8	Exceptional Items	-	-	-	-	-	-
9	<b>Profit / (Loss) from Ordinary Activities before Tax (7-8)</b>	<b>2,984.10</b>	<b>1,230.96</b>	<b>1,718.34</b>	<b>4,367.24</b>	<b>1,846.51</b>	<b>3,309.04</b>
10	Tax expense	805.00	190.71	156.67	1,017.93	200.81	247.20
11	<b>Net Profit / (Loss) from Ordinary Activities After Tax (9-10)</b>	<b>2,179.10</b>	<b>1,040.25</b>	<b>1,561.67</b>	<b>3,349.31</b>	<b>1,645.70</b>	<b>3,061.84</b>
12	Extraordinary Items (net of tax Expense)	-	-	-	-	-	-
13	<b>Net Profit / (Loss) for the Period (11-12)</b>	<b>2,179.10</b>	<b>1,040.25</b>	<b>1,561.67</b>	<b>3,349.31</b>	<b>1,645.70</b>	<b>3,061.84</b>

# Company Performance – Home Retail Segment

New Stores opened  
in Q3 FY 12

Toli Chowki,  
Hyderabad

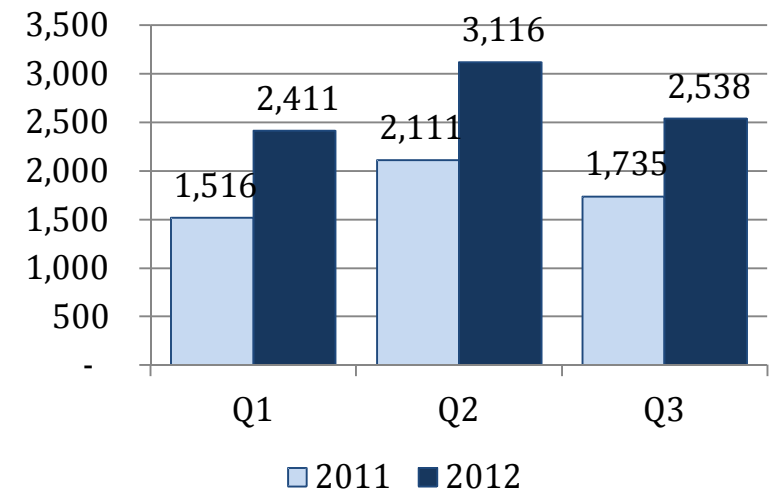
## Housefull International Ltd.

- HFIL Net Sales of the Home Retail business in Q3 FY12 were at INR 2238.24 Lacs
- In Q3 FY12, the EBITDA Margins were 2.1% at INR 46.34 Lacs
- PBT for Q3 FY12 was at (INR 56.5 Lacs) and the PAT was at (INR 38.2 Lacs) which was -2.5% and -1.6% of Net Sales respectively.
- The company increased 1 additional store in Q3 FY12 and currently has 26 fully operational stores as of 30<sup>th</sup> Jan'12.

## Home Retail Performance Snapshot Q3 FY12

<b>Net Sales</b>	INR 2238.24 Lacs
<b>EBITDA</b>	INR 46.34 Lacs
<b>PAT</b>	(INR 38.2 Lacs)
<b>Store Count</b>	26 Stores
<b>Sales/ Sq. Ft. (annualized)</b>	INR 5,135

## HFIL – Sales Trend (Gross Sales)



# Company Performance – Home Retail Segment

## Operational Efficiency - Q3 FY12

- The average sales/ sq. ft. for Q3 FY12 on an annualized basis was INR 5135 per sq. ft. , a growth of 8.3% from INR 4742 in Q3 FY11.
- The Same Store Sales for 18 operational stores grew by 11.8% in Q3 this year as compare to the sales in Q3 FY11.
- The Total Store area has increased by 41% from Q3 FY11 to 180,590 sq. ft. due to the increase in store count.

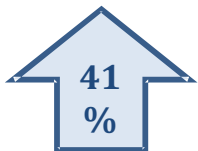
### Same Store Sales



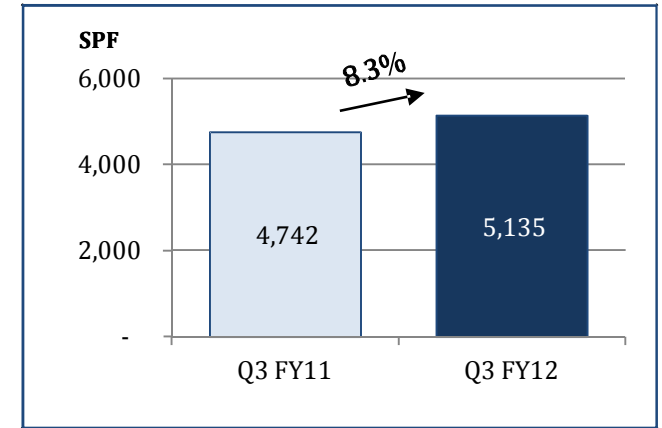
### SPF



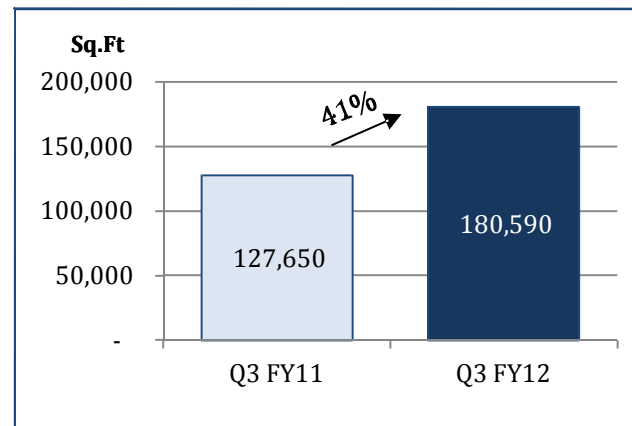
### Store Area



### HFIL – Sales per Sq. Ft. growth at 8.3%

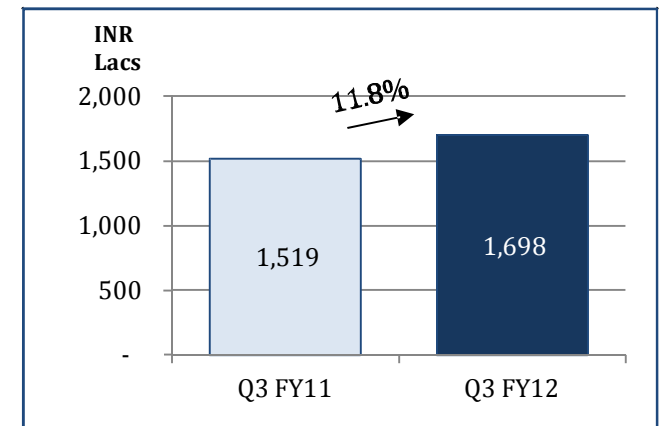


### HFIL – Store Area Growth



\* Carpet Area

### HFIL – Same Store Sales Growth at 11.8%

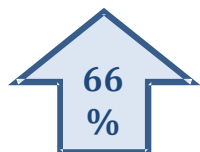




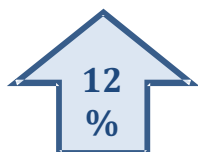
# Company Performance – Home Retail Segment

## Operational Efficiency - for the period Apr'11 to Dec'11

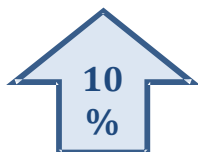
### Y-o Y Sales Growth (9 month Period)



### Same Store Sales

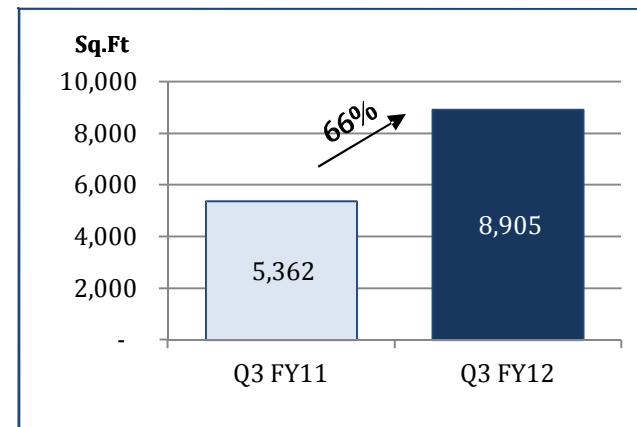


### SPF

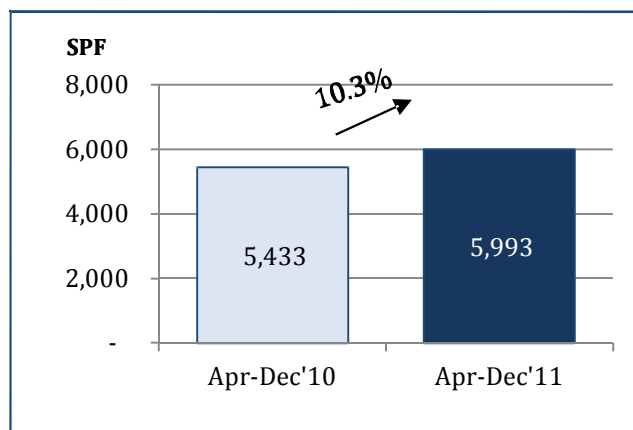


- The Sales for the 9 Month Period was INR 8905 Lacs up by 66% from the same period previous year.
- The Same Store Sales for 18 operational stores grew by 12.1% for the period for the 18 operational stores.
- The average sales/ sq. ft. for the period on an annualized basis in FY12 was INR 5993 per sq. ft. , a growth of 10.3% from INR 5433 in the same period in FY11.

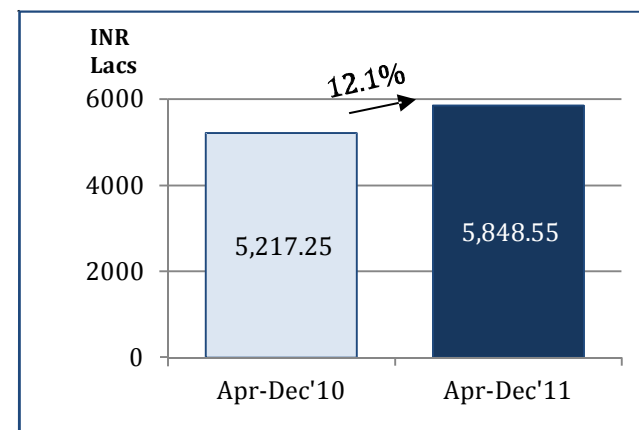
### HFIL – Sales Growth



### HFIL – Sales per Sq. Ft. growth at 10.3%



### HFIL – Same Store Sales Growth at 12.1%



# Company Performance – Home Retail Segment

<b>Unaudited Financial Results for the Period Ended 31st December, 2011</b>			
	<i>INR Lacs</i>		
<b>Particulars</b>	<b>Quarter Ended Dec 31, 2011</b>	<b>Period Apr'11 to Dec'11</b>	<b>Year Ended Mar 31,2011</b>
Gross Sales	2,537.55	8,905.02	7,258.33
Less: VAT	299.30	1,038.08	838.80
<b>Net Sales</b>	<b>2,238.25</b>	<b>7,866.94</b>	<b>6,419.53</b>
Other Operating Income	(7.88)	14.12	152.42
Total Income	2,230.37	7,881.06	6,571.95
Less: Direct and Indirect Expenses			
Cost of Purchase	1,274.28	5,130.58	4,123.19
Employee Cost	238.65	587.82	589.39
Other Expenses	671.10	1,818.97	1,802.26
<b>Total Expenses</b>	<b>2,184.03</b>	<b>7,537.37</b>	<b>6,514.84</b>
<b>EBITDA</b>	<b>46.34</b>	<b>343.69</b>	<b>57.11</b>
<i>% of Net Sales</i>	<i>2.1%</i>	<i>4.4%</i>	<i>0.9%</i>
Interest & Financial Expenses	57.10	120.66	227.43
Depreciation	45.80	131.21	154.81
PBT	(56.56)	91.82	(325.13)
Less: Tax	(18.30)	29.79	(67.44)
<b>PAT</b>	<b>(38.26)</b>	<b>62.03</b>	<b>(257.69)</b>
<i>% of Net Sales</i>	<i>-1.7%</i>	<i>0.8%</i>	<i>-4.0%</i>

**Thank You**