

RENAISSANCE JEWELLERY LTD.

TODAY, TOMORROW, FOREVER

Company Performance Update – FY12

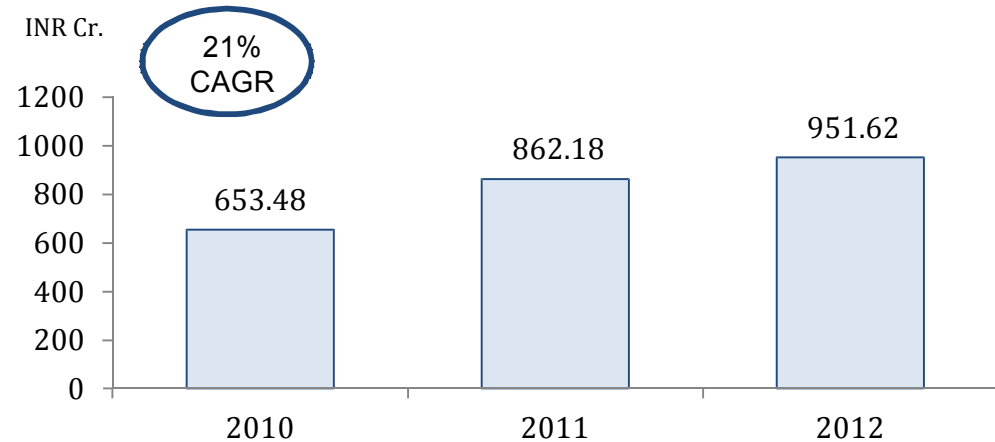
May 2012



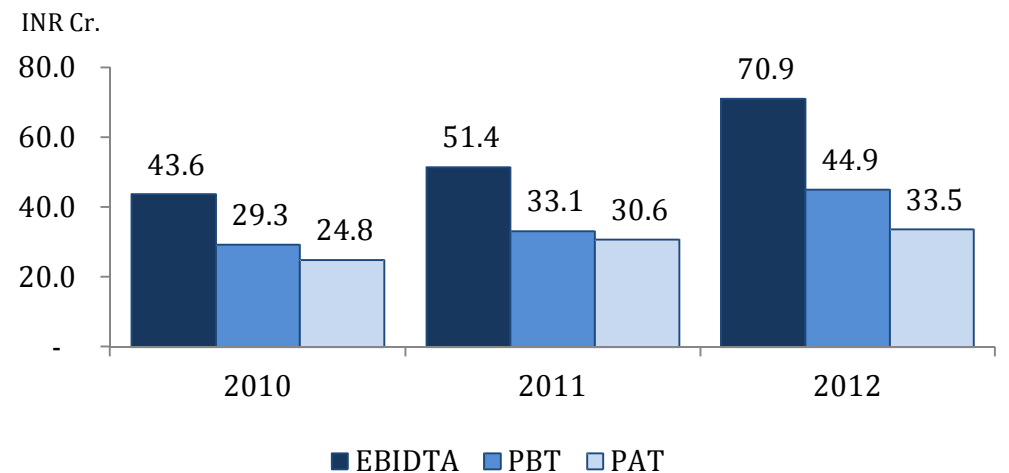
Key Highlights

- Annual Revenue from operations for the company at a consolidated level increased by **10.4%** to **Rs. 951.6 Cr** with a **CAGR of 21%** from 2010 to 2012.
- EBIDTA levels have increased from Rs.51.43 Cr. in FY11 to **Rs. 70.9 Cr.** in FY12 with an increase of **37.85%** with a **CAGR of 28%**
- The PBT for FY12 was **INR 44.9 Cr.** , an increase of 35.8% from FY11 with a **CAGR of 24%**.
- PAT for the company was **INR 33.5 Cr.**, due to a INR 5.8 Cr Deferred Tax write off for accumulated losses in one of our subsidiary, resulting in higher tax rates.
- The PAT increased by **9.5%** as compared to the previous year with a **CAGR of 16%**

REVENUE



PROFITABILITY



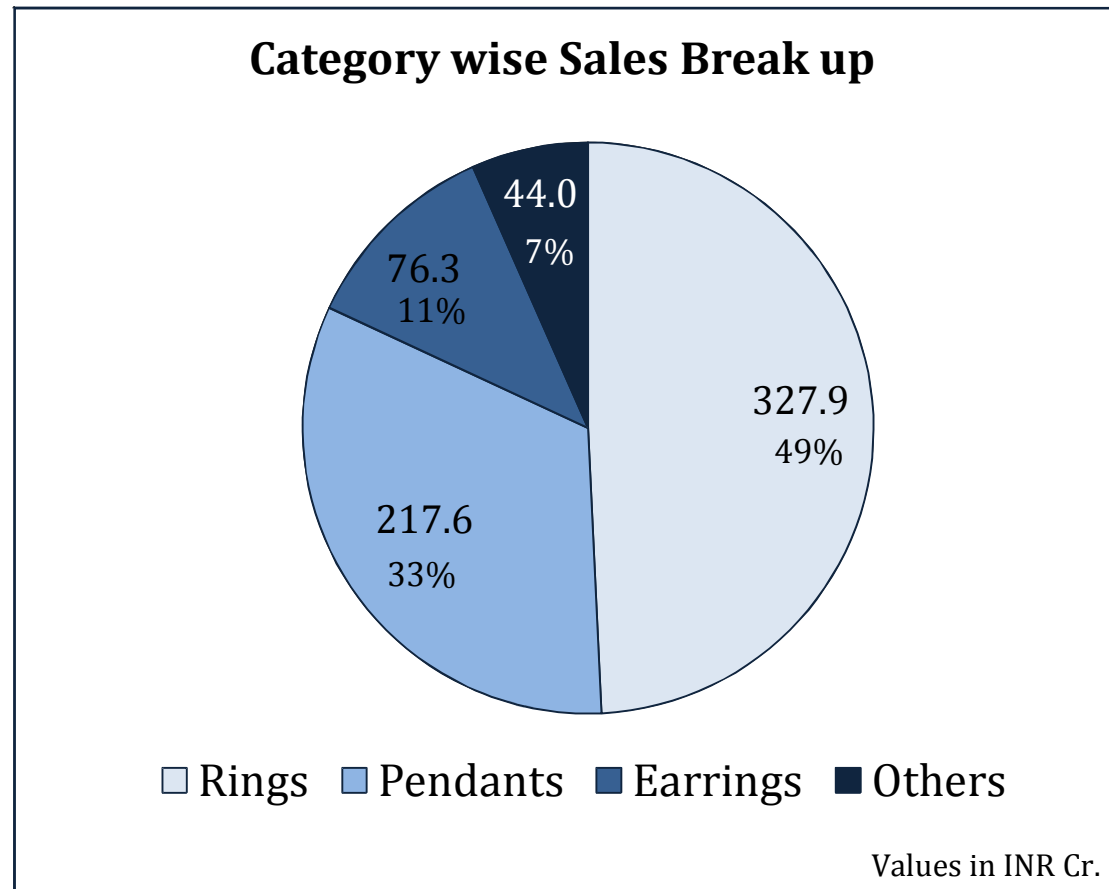


Jewellery Segment

Financial Highlights



- ❑ The Gold silver Jewellery Mix for the year was 65:35 with Gold Jewellery sales at INR 430.9 Cr and silver Jewellery Sales at INR 234.6 Cr.
- ❑ Rings and Pendants continue to be the major contributors towards the revenue with 49% and 33% of contribution respectively.
- ❑ The Earrings contributed towards 11% of the sales for the company.

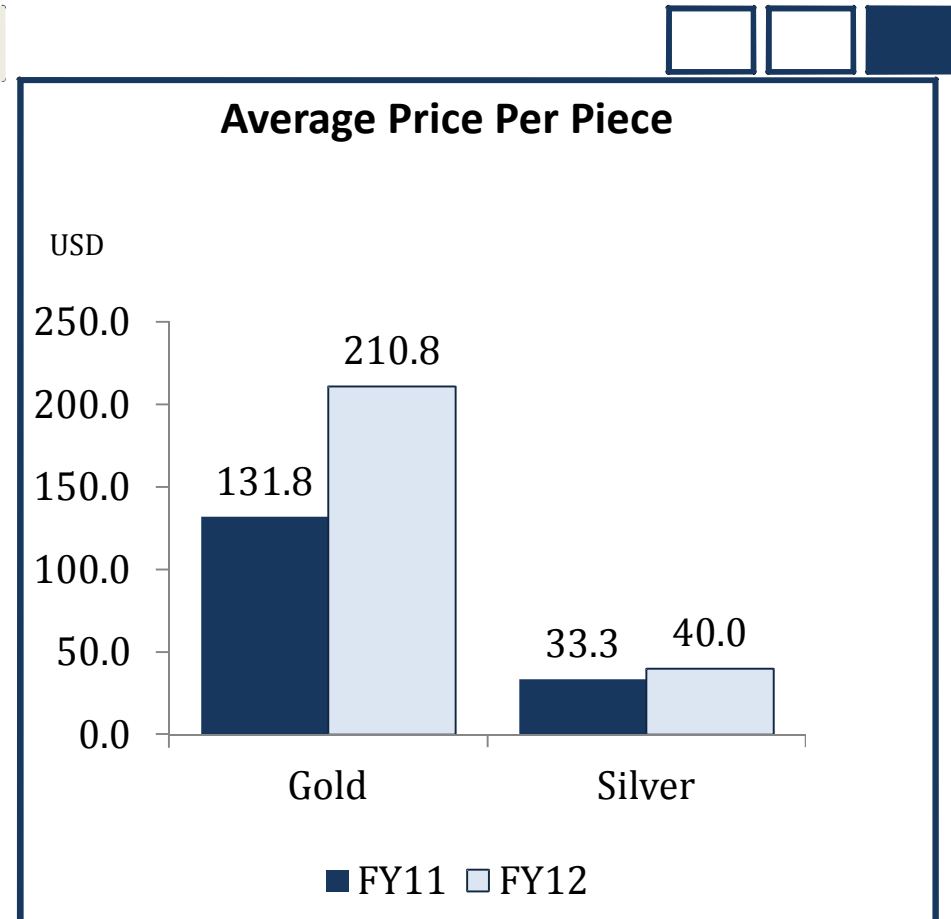
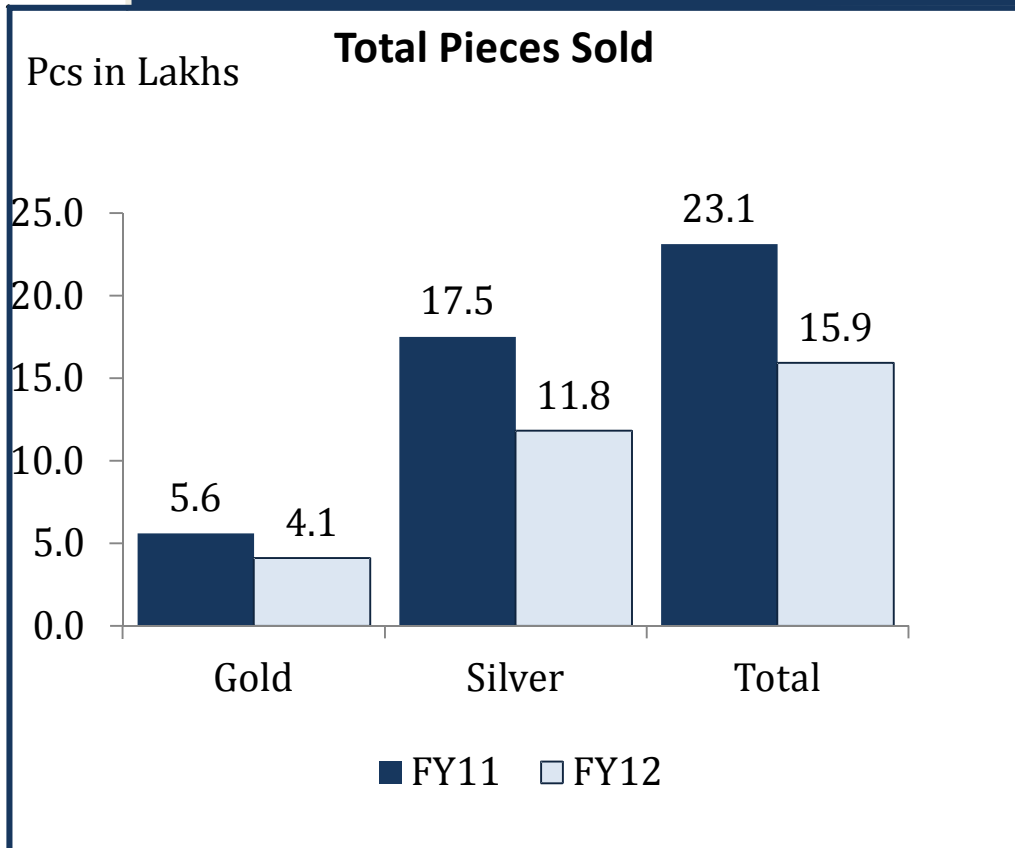


*Standalone numbers



Jewellery Segment

Current Trends



□ The rising prices of the precious metals have resulted in a decline in the number of units and an increase in the average price per piece.

Furniture Segment

Key Highlights

New Stores opened in FY 12

Vasai, Mumbai

Worli, Mumbai

Kurla, Mumbai

Thane, Mumbai

Kukatpally, Hyderabad

Dilsukhnagar, Hyderabad

Karkhana, Hyderabad

Toli Chowki, Hyderabad

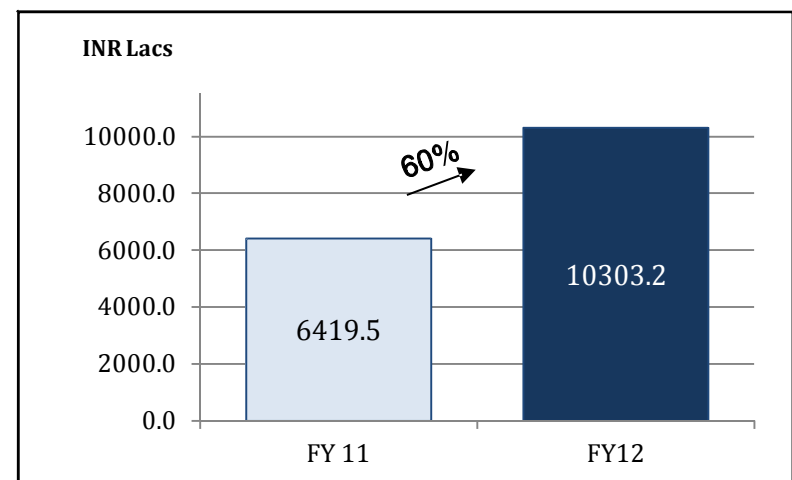
Arkot Rd, Chennai

- HFIL Revenues from Operations of the Home Retail business in FY12 were up 60% to INR 103.03Cr.
- In FY12, the EBITDA Margins were 3.7% of Net Sales at INR 3.77 Cr.
- The company added 9 stores in FY12 and had 27 fully operational stores as of 31th Mar'12.

Home Retail Performance Snapshot FY12

Revenue from Operations	INR 103.03Cr
EBITDA	INR 3.77 Cr
Store Count	27 Stores
Sales/ Sq. Ft. (annualized)	INR 6,235

HFIL : Y-o-Y Sales Growth at 60%



Furniture Segment



Operational Efficiency

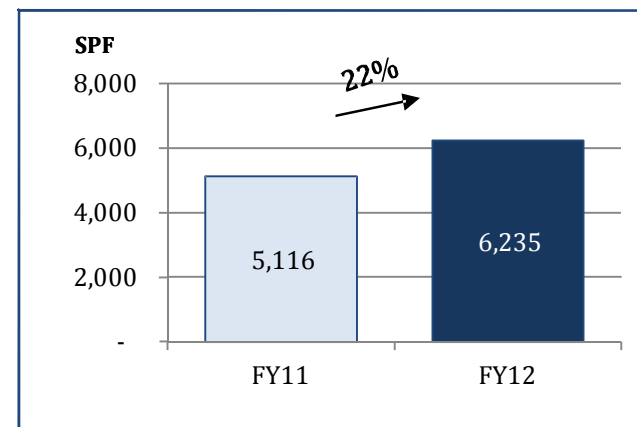
Same Store Sales



- The average sales/ sq. ft. for FY12 on an annualized basis was INR 6,235 per sq. ft. , a growth of 22% from INR 5116 in FY11.

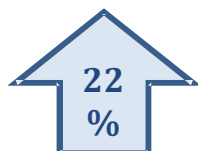
- The Same Store Sales for 18 operational stores grew by 10.4% in FY12 as compare to the sales in FY11.

HFIL – Sales per Sq. Ft. growth at 22%



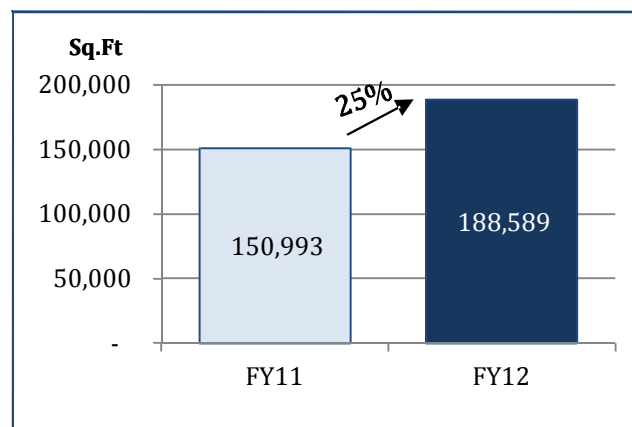
*** SPF calculated does not include warehouse sales*

SPF

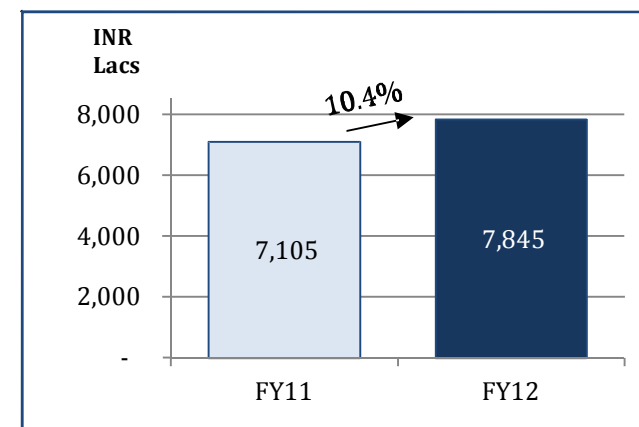


- The Total Store area has increased by 25% from 150,993 sq. ft. in FY11 to 188,589 sq. ft. due to the increase in store count.

HFIL – Store Area Growth



HFIL – Same Store Sales Growth at 10%



Store Area



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



AUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE YEAR ENDED MAR 31, 2012

(Rs In Lacs)

Sr No.	Particulars	Quarter Ended			Year Ended	
		Mar 31, 2012 Audited (Refer note 5 below)	Dec 31, 2011 Unaudited	Mar 31, 2011 Unaudited	Mar 31, 2012 Audited	Mar 31, 2011 Audited
	PART - I					
1	Income					
	a) Net Sales/Income from Operations	15,999.54	34,150.30	24,966.46	95,162.27	86,232.87
	b) Other Operating Income	-	-	-	-	-
	Total Income (a+b)	15,999.54	34,150.30	24,966.46	95,162.27	86,232.87
2	Expenditure					
	a) (Increase)/Decrease in Stock in Trade (Refer Note 2&3)	281.67	10,217.04	774.71	(12,525.07)	774.71
	b) Cost of Materials consumed Materials (Refer Note 2&3)	10,611.22	5,874.77	11,808.82	60,443.25	44,905.34
	c) Purchase of Traded Goods	427.52	8,729.10	7,225.71	21,086.50	22,652.04
	d) Employee Benefit Expense	2,465.26	2,228.36	1,802.66	9,039.23	8,052.93
	e) Foreign Exchange (Gain) / Loss	(374.56)	1,241.49	374.07	989.28	45.77
	f) Other Expenditure	1,733.95	2,121.22	1,632.48	7,330.69	5,456.75
	g) Depreciation	333.78	236.99	221.57	971.43	626.02
	Total Expenditure (a+g)	15,478.84	30,648.97	23,840.02	87,335.31	82,513.56
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	520.70	3,501.33	1,126.44	7,826.96	3,719.31
4	Other Income	30.59	6.07	707.80	116.08	797.40
5	Profit before Interest & Exceptional Items (3+4)	551.29	3,507.40	1,834.24	7,943.04	4,516.71
6	Finance Cost	425.48	523.30	372.19	3,450.00	1,208.17
7	Profit after Interest but before Exceptional Items (5-6)	125.81	2,984.10	1,462.05	4,493.04	3,308.54
8	Exceptional Items	-	-	-	-	-
9	Profit / (Loss) from Ordinary Activities before Tax (7-8)	125.81	2,984.10	1,462.05	4,493.04	3,308.54
10	Tax expense	121.70	805.00	45.89	1,139.63	246.70
11	Net Profit / (Loss) from Ordinary Activities After Tax (9-10)	4.11	2,179.10	1,416.16	3,353.41	3,061.84
12	Extraordinary Items (net of tax Expense)	-	-	-	-	-
13	Net Profit / (Loss) for the Period (11-12)	4.11	2,179.10	1,416.16	3,353.41	3,061.84



Thank You