



# RENAISSANCE GLOBAL LIMITED

CIN.: L36911MH1989PLC054498

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**Ref. No.: RGL/S&L/2023/60**

**May 26, 2023**

<b>Bombay Stock Exchange Limited</b> Listing Department Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai – 400 001	<b>National Stock Exchange of India Ltd.</b> Exchange Plaza, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051
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**Sub.: Press Release and presentation on earnings for Q4 & 12M FY 23.**

Dear Sir

We are enclosing herewith Press Release on Q4 & 12M FY23 Results and Presentation on earnings for Q4 & 12M FY23 to highlight the performance of of Fourth quarter and year ended March 31, 2023.

We request you to upload the same under the suitable section of your website.

Thanking you,

Yours faithfully,  
For **Renaissance Global Limited**

**CS Vishal Dhokar**  
**Company Secretary & Compliance Officer**

**Encl.: As Above**

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PRESS RELEASE

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## Renaissance Global announces Q4 & 12M FY23 Results

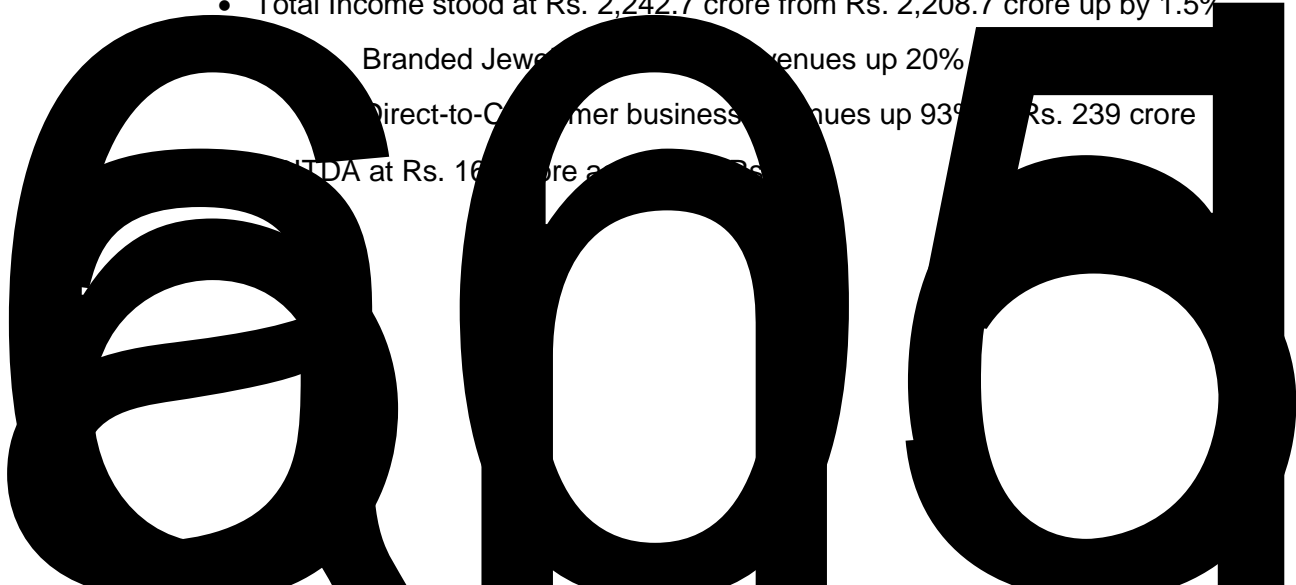
**Mumbai, May 26, 2023:** Renaissance Global Limited, a branded and differentiated jewellery products Company, has announced its financial results for the quarter and twelve months ended March 31, 2023.

### Q4 FY23 performance overview compared with Q4 FY22

- Total Income stood at Rs. 501.4 crore vs Rs. 536.3 crore
  - Branded Jewellery business revenues up 23% to Rs. 147 crore
  - Direct-to-Consumer business revenues up 125% to Rs. 66 crore
- EBITDA at Rs. 38.1 crore as against Rs. 36.8 crore, up by 3.3%
  - EBITDA Margins stood at 7.6% as against 6.9%, up by around 73 bps
- PAT, after discontinued operations, stood at Rs. 19.7 crore as against Rs. 21.4 crore, down by 7.8%

### 12M FY23 performance overview compared with 12M FY22

- Total Income stood at Rs. 2,242.7 crore from Rs. 2,208.7 crore up by 1.5%
  - Branded Jewellery business revenues up 20% to Rs. 1,100 crore
  - Direct-to-Consumer business revenues up 93% to Rs. 239 crore
- EBITDA at Rs. 160 crore as against Rs. 150 crore, up by 6.7%



**Commenting on the performance for Q4 & 12M FY23, Mr. Sumit Shah – Chairman and Global CEO, Renaissance Global Limited said,**

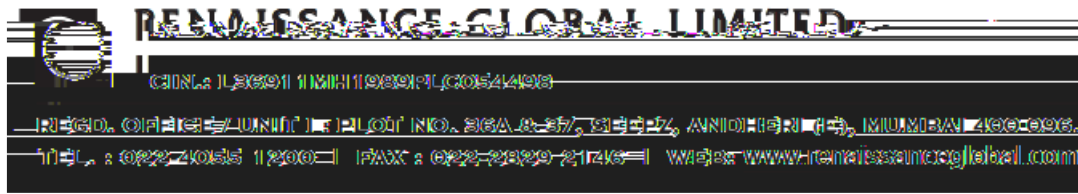
G 34! !! ! ! ! ! ! ! ! ! ! ! ! ! ! !  
 markets. Despite the tough landscape, we managed to maintain our revenue growth trajectory owing to promising performance of our D2C vertical. Our annual revenue in this segment reached 34:1 -! !! ! !: 3 !DBHS! ! ! ! ! ! !FCJ EB! ! !  
 this division also improved sequentially on account of the acquired engagement ring business having turned profitable. We are well on track to restore the operating margins of this segment back to its historic levels.

We are also excited about the upcoming launches of Marvel and Disney Jewels, two brands that will enrich our product offerings aimed at Gen-Z audience. Apart from these, our India-focused retail brand IRASVA has successfully launched a new store at Banjara Hills, Hyderabad, following the success of our Mumbai and Ahmedabad stores. Moving forward, we aim to ex !.SBT B !  
 presence in key metros in a calibrated manner, while embracing an omnichannel strategy, enabling us to reach a wider audience.

We continue to work with our retailers and partners towards evolving our product portfolio based on current consumer trends and preferences. This includes increasing our assortment of lab grown diamond jewelry and increased focus on innovative omni-channel models in partnership with retailers.

Finally, we are glad to inform you that we have received the 49th Gem and Jewellery Award for second largest exporter of Studded Precious Metal Jewelry and largest exporter of Silver Jewellery in India, which signifies our continued leadership in this market

ENDS



## About Renaissance Global Limited (Renaissance)

Renaissance Global Limited, (Renaissance) (BSE: 532923, NSE: RGL), is a global branded jewellery player. Renaissance designs, manufactures, and supplies branded jewellery across key high-potential markets in USA, Canada, UK & Asia. The product portfolio encompasses Branded Jewellery, Customer Brands & Plain Gold Jewellery segments, with strong focus on Branded Jewellery division.

The Company has a growing portfolio of brands under licensed and owned segments. It holds synergistic licensing agreements with large global brands, such as Disney, Hallmark, and NFL. Under its owned segment, it has a portfolio of brands such as Irasva, Jewelili and Made For You. Over the years, Renaissance has successfully expanded its branded product portfolio, backed by strong conceptualization, design, and manufacturing capabilities. On the distribution side, the Company operates through both B2B and D2C models. Since 2020, Renaissance has launched online stores through 6 D2C websites to market & supply licensed brands & owned brands.

For further information on the Company, please visit [www.renaissanceglobal.com](http://www.renaissanceglobal.com)

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### DISCLAIMER:

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(Renaissance or the Company) that are not historical in nature. These forward-looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Renaissance about the business, industry and markets in which Renaissance operates. These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond S ! rol and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward-looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Renaissance. In particular, such statements should not be regarded as a projection of future performance of Renaissance. It should be noted that the actual performance or achievements of Renaissance may vary significantly from such statements.



Renaissance Global Limited

# Results Presentation

## Q4 & FY23



# Disclaimer



*This presentation and the following discussion may contain forward-looking statements (collectively, the "Forward-Looking Statements") made by Renaissance Global Limited (the "Company") that are not historical in nature. These forward-looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Renaissance about the business, industry and markets in which Renaissance operates.*




*These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond the Company's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward-looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Renaissance.*

*Such statements should not be regarded as a projection of future performance of Renaissance. It should be noted that the actual performance or achievements of Renaissance may vary significantly from such statements.*



# Content



		
<b>Q4 &amp; FY23 Results Overview</b>	<b>Company Overview</b>	<b>Annexure</b>
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Renaissance Global Limited

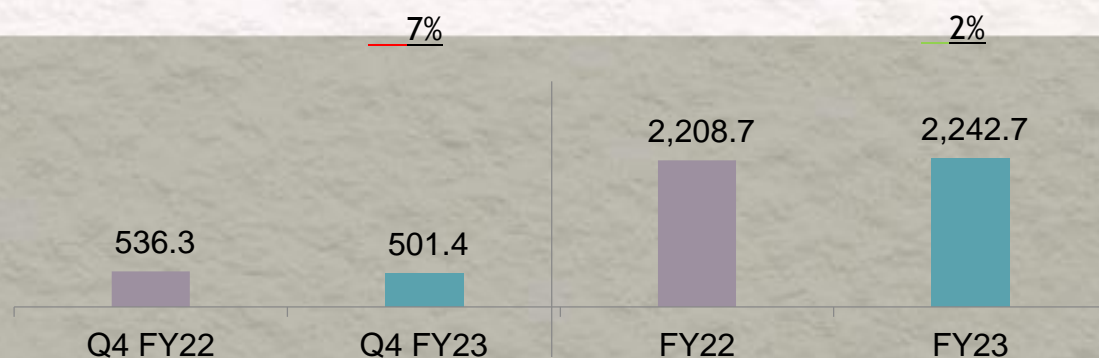
# Q4 & FY23 Results Overview



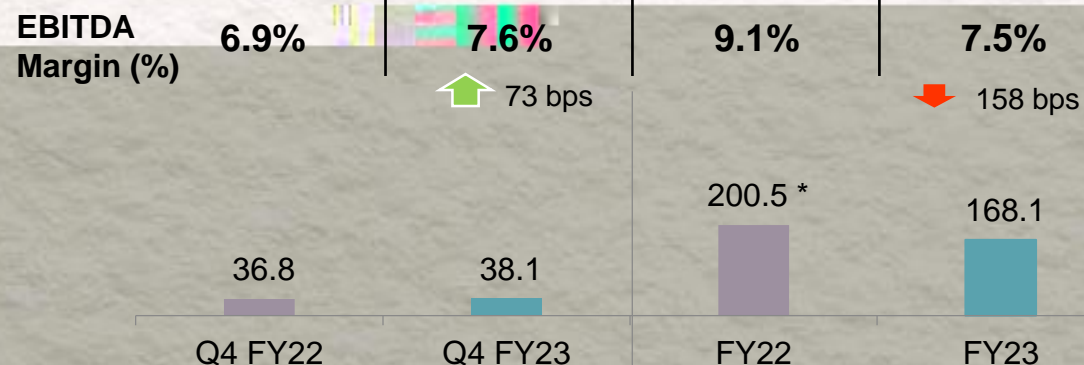
# Q4 & 12M FY23 Financial Summary



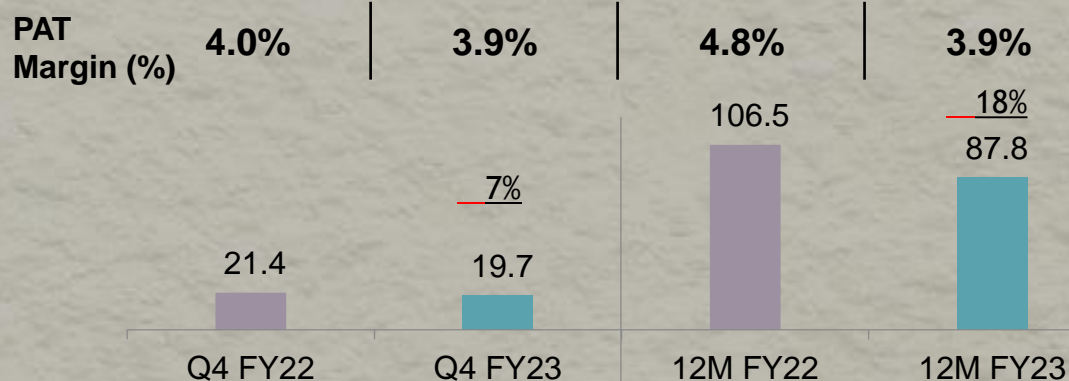
## Total Income (Rs. Crore)



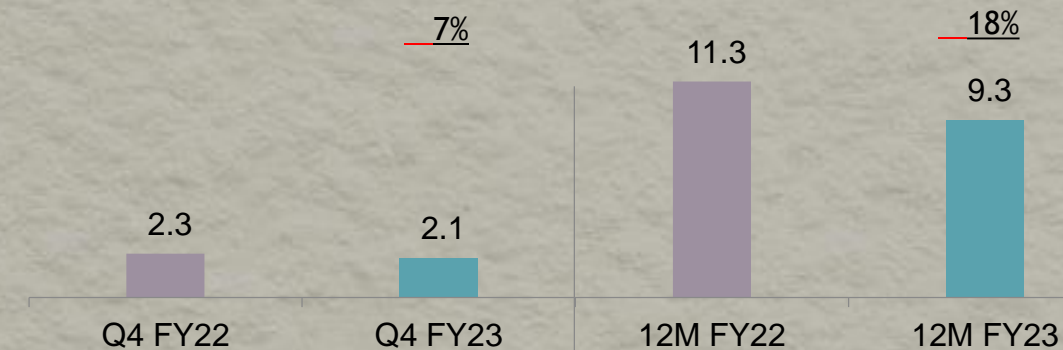
## EBITDA (Rs. Crore)



## PAT (Rs. Crore)



## EPS (Rs.)



\*Rs. 200.5 Cr. includes one time Loan Forgiveness Scheme amount of around Rs. 12.8 Cr. given to corporates by the government of US in that year, so on a like to like basis, the EBITDA for FY22 would have been Rs. 187.7 Crores and hence the YoY decline in EBITDA margin would be around 100 bps rather than 158 bps

Note: The Company has sub-divided the existing 1 (one) equity share of face value of ` 10/- each fully paid-up into 5 (five) equity shares of face value of ` 2/- each fully paid-up with effect from July 20, 2022 (Record Date). The Earning Per Share (EPS) number of the current quarter and all comparative periods presented above have been restated to give effect of such sub-division of equity shares.

# Management Message



**Commenting on the performance for Q4 & FY23, Mr. Sumit Shah – Chairman and Global CEO, Renaissance Global Limited said:**



*FY23 was a challenging year for our industry owing to the difficult macro environment in key markets. Despite the tough landscape, we managed to maintain our revenue growth trajectory owing to promising performance of our D2C vertical. Our annual revenue in this segment reached 239 crore, leading to an impressive 92% CAGR over the past two years. The EBITDA margin from this division also improved sequentially on account of the acquired engagement ring business having turned profitable. We are well on track to restore the operating margins of this segment back to its historic levels.*

*We are also excited about the upcoming launches of Marvel and Disney Jewels, two brands that will enrich our product offerings aimed at Gen-Z audience. Apart from these, our India-focused retail brand IRASVA has successfully launched a new store at Banjara Hills, Hyderabad, following the success of our Mumbai and Ahmedabad stores. Moving forward, we aim to expand presence in key metros in a calibrated manner, while embracing an omnichannel strategy, enabling us to reach a wider audience.*

*We continue to work with our retailers and partners towards evolving our product portfolio based on current consumer trends and preferences. This includes increasing our assortment of lab grown diamond jewelry and increased focus on innovative omnichannel models in partnership with retailers.*

*Finally, we are glad to inform you that we have received the 49th Gem and Jewellery Award for second largest exporter of Studded Precious Metal Jewelry and largest exporter of Silver Jewellery in India, which signifies our continued leadership in this market.*

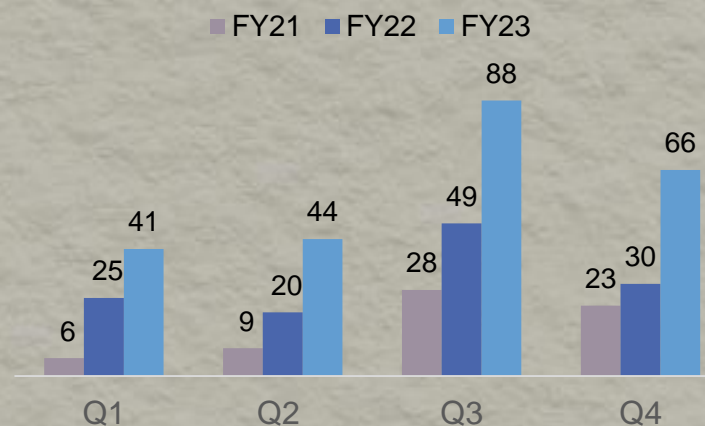
# Growing Direct to Consumer (D2C) Business



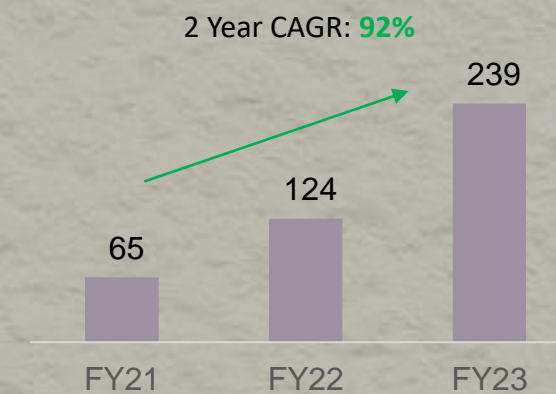
- \* During Q4 FY23, direct-to-consumer business posted revenues of Rs. 66 crore compared to Rs. 30 crore in Q4 FY22, registering a growth of 125%
- \* For FY23, the direct-to-consumer business revenue was up by 93% to 239 crore as compared to 124 crore in FY22
- \* The annual revenue of Rs. 239 crore for FY23 has beaten the earlier reported annual run rate of Rs. 225 crore in Q3 FY23, further improving our 2-year D2C revenue CAGR to 92%



Quarterly D2C Sales Trend (Rs. Cr.)



Annual D2C Sales Trend (Rs. Cr.)



# Key Developments

**Irasva Fine Jewellery, the Company's India-focused retail brand, opens its first store in Hyderabad**

- \* IRASVA expands to Hyderabad, introducing its exquisite diamond and jadau jewellery for women through a new store in the upscale shopping district of Banjara Hills.

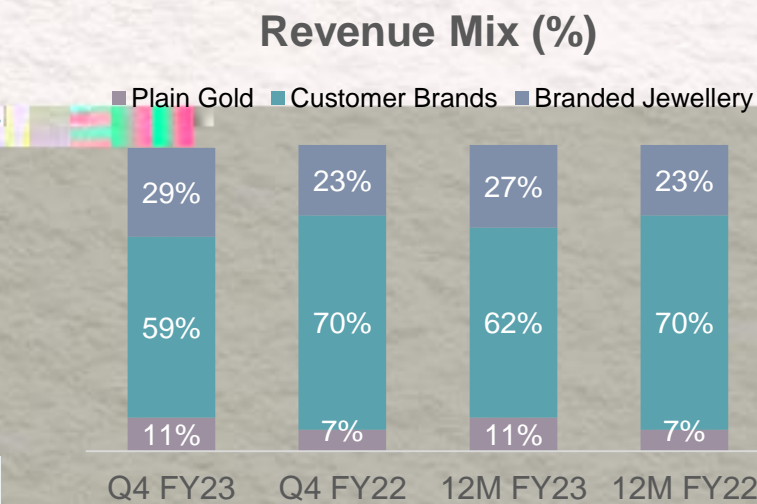


**Renaissance Global Ltd. has received the 49th Gem and Jewellery Award for second largest exporter of Studded Precious Metal Jewellery and largest exporter of Silver Jewellery in India from GJEPC**

# Q4 & 12M FY23 Operational Summary



Revenue Break-up (Rs. Cr.)	Q4 FY23	Q4 FY22	Shift %	12M FY23	12M FY22	Shift %
Branded Jewellery	147	120	22.9%	605	503	20.4%
- B2B	81	90	-10.3%	366	379	-3.4%
- D2C	66	30	124.7%	239	124	93.2%
Customer brands	296	370	-20.1%	1,385	1,540	-10.0%
Plain Gold	56	39	44.3%	247	147	67.8%
<b>Total Revenues</b>	<b>499</b>	<b>529</b>	<b>-5.6%</b>	<b>2,237</b>	<b>2,190</b>	<b>2.2%</b>



EBITDA Break-Up	Q4 FY23		Q4 FY22		Shift YoY	12M FY23		12M FY22		Shift YoY
	EBITDA (₹ Cr)	EBITDA (%)	EBITDA (₹ Cr)	EBITDA (%)		EBITDA (₹)	EBITDA (₹ Cr)	EBITDA (%)	EBITDA (₹ Cr)	
Branded	19	13.1%	16	13.6%	19.0%	77	12.7%	76	15.0%	1.7%
- B2B	11	13.3%	11	12.0%	-0.6%	47	12.8%	52	13.8%	-10.2%
- D2C	9	12.9%	5	18.3%	58.2%	30	12.5%	23	18.9%	28.1%
Customer brands	15	5.0%	20	5.3%	-25.3%	74	5.3%	117	7.6%	-36.8%
Plain Gold	4	7.0%	1	2.1%	392.6%	17	7.0%	8	5.4%	118.3%
<b>Total EBITDA</b>	<b>38</b>	<b>7.6%</b>	<b>37</b>	<b>7%</b>	<b>3.3%</b>	<b>168</b>	<b>7.5%</b>	<b>200</b>	<b>9.2%</b>	<b>-16.2%</b>

# Q4 FY23: Financial & Operational Discussions (Y-o-Y)



## Revenue

**Total income stood at Rs. 501 crore from Rs. 536 crore, down by 6.5%**

- Branded Jewelry business revenues stood at Rs. 147 crore supported by a steady flow of orders from retail partners and revenues from D2C business
  - D2C business revenues grew by 125% to Rs. 66 crore in Q4FY23 and expanded by 93% to Rs. 239 crore in FY23
- Revenue share of studded jewelry stood at 89%, as compared to 93% - same quarter last year with Branded jewelry business contributing 33% of the total studded jewelry revenues , as compared 24% in the same quarter last year

## EBITDA

**EBITDA came in at Rs. 38 crore as against Rs. 37 crore**

- EBITDA Margins stood at 7.6% as against 7%, higher by 66 bps
  - Branded business reported 13.1% margins, recording an improvement of around 110 bps against Q3FY23 and a decrease of 50 bps YoY and D2C business registered 12.9% margins, lower by 541 bps YoY
- D2C business reported lower margins in the current quarter as compared to Q4FY22 on account of integration with Four Mine Inc. (FMI) during the period under review. This is expected to increase in the following quarters as that business has achieved breakeven.

## PAT

**PAT, after discontinued operations, stood at Rs. 20 crore as against Rs. 21 crore, down by 7.8%**

# Robust Free Cash Flow Generation

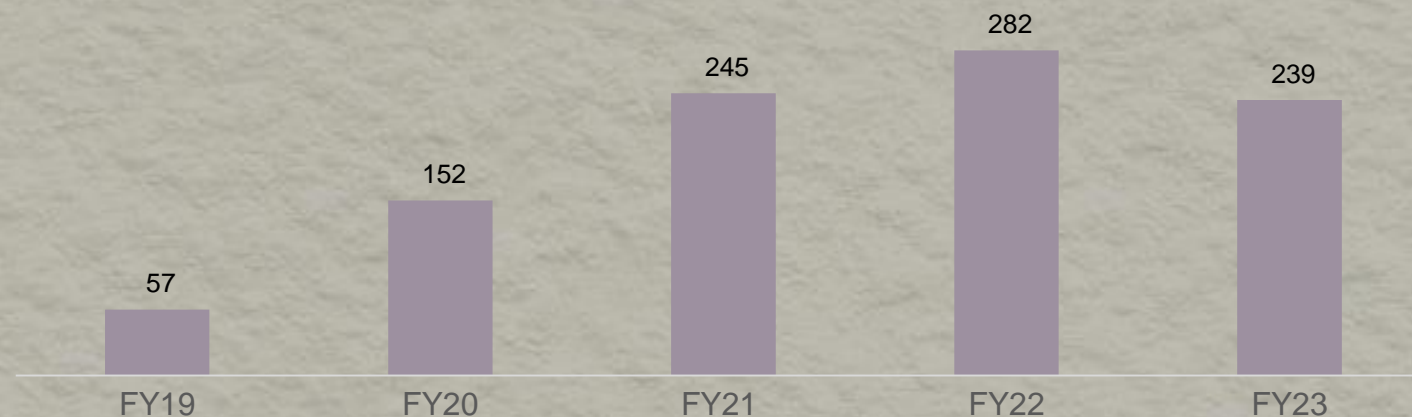


- \* Strong FCF generation
- \* Branded Jewellery - a low capital-intensive business
- \* Operating leverage & minimal capex spends to further improve FCF generation, going ahead
- \* Cash balances to be strategically utilized to create shareholder value

Free Cash Flow Generation (Rs. Cr.)



Cash, Cash Equivalents & Current Investments (Rs. Cr.)

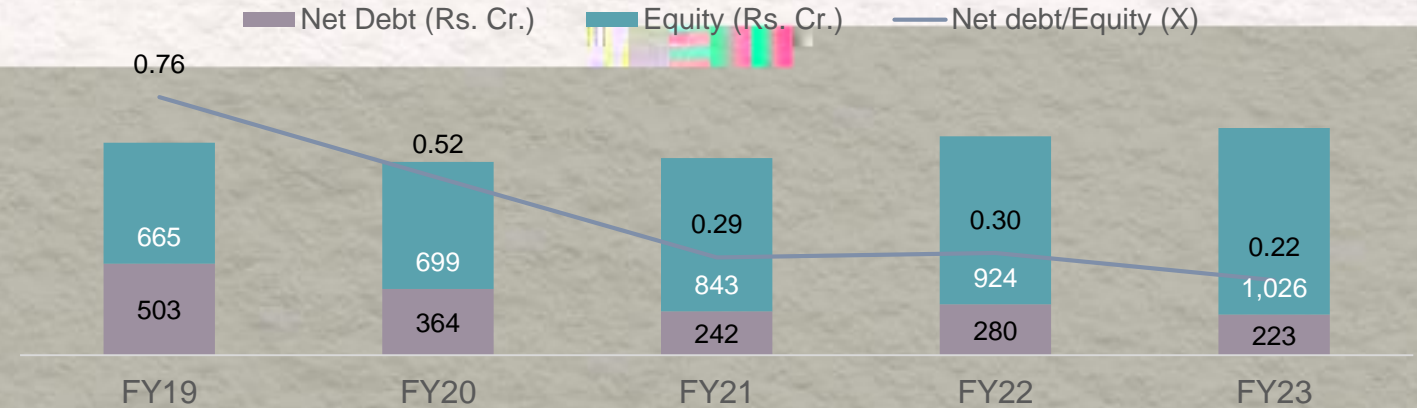


# Strong Balance Sheet

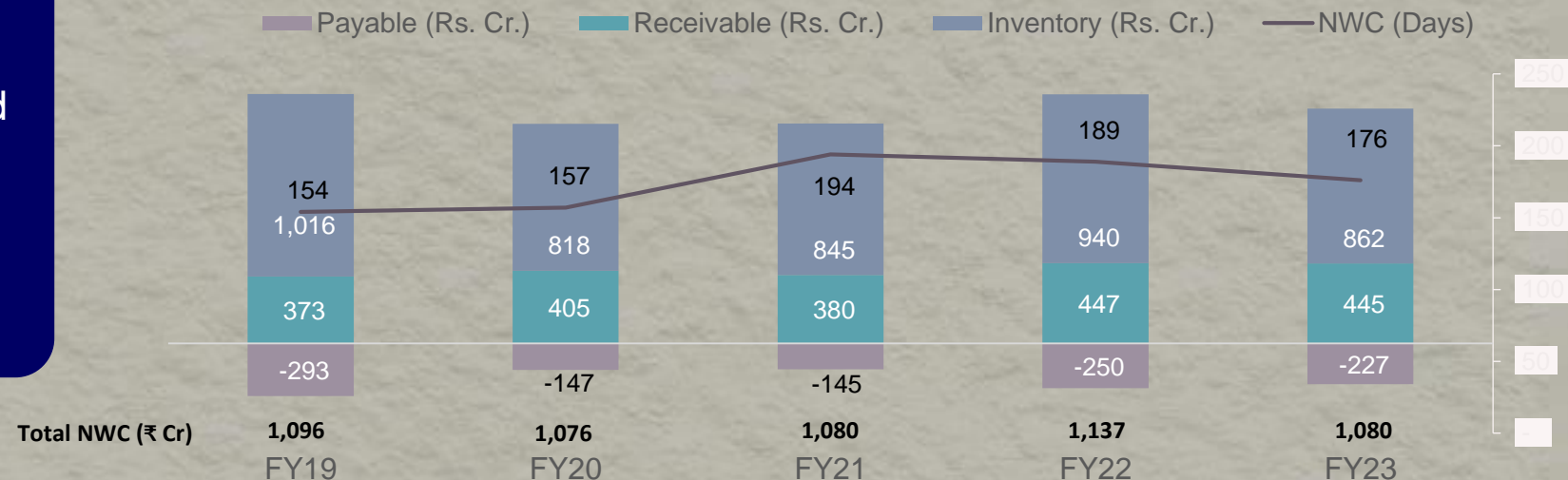


- \* Highly disciplined balance sheet approach
- \* Net Debt to Equity ratio as of March 2023 has decreased to 0.22 vs 0.30 in March 2022, reflecting our commitment to systematically reduce debt
- \* Strict control over working capital and increasing revenue share of D2C division is reflected in NWC days falling from 189 to 176 days

## Leverage



## Working Capital

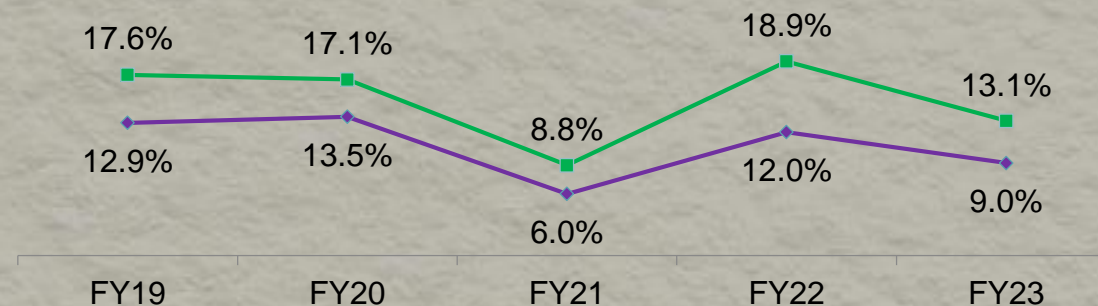


Note: The NWC days of the FY19, FY20 and FY21 are not comparable due to change in revenue recognition policy of the Plain Gold business from FY22 onwards. NWC days of FY21 would have 239 days on a like to like basis.

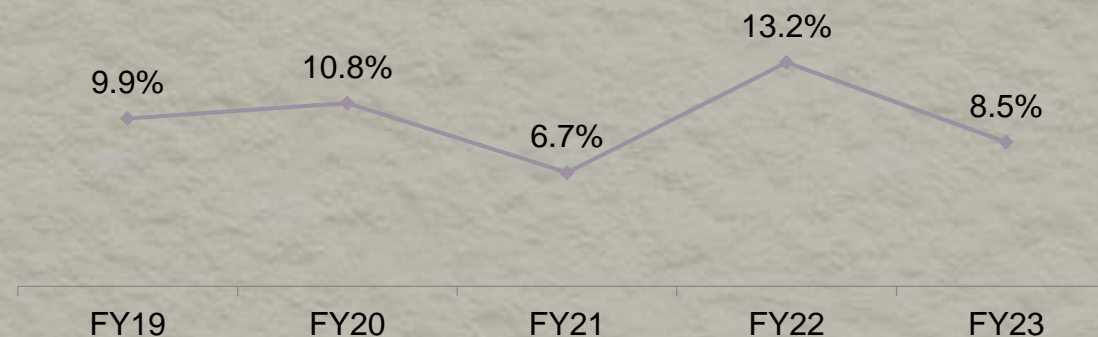
# Healthy Return Ratios



—◆— ROE —■— ROE (Adjusted for Cash & Current Investments)



Return on Capital Employed (%)



- \* FY23 Return on Equity stood at 9.0% vs 12.0% for FY22. It is as high as 13.1% without considering cash & current investments.
- \* The company has invested in strategic assets such as the acquisition of Four Mine Inc. as well as a state of the art distribution facility and design center in New York.
- \* These investments will yield returns in the coming quarters, leading to higher return ratios in the foreseeable future

# Consolidated Profit & Loss Statement



Particulars (Rs. Crore)	Q4 FY23	Q4 FY22	Y-o-Y Change (%)	FY23	FY22	Y-o-Y Change (%)
<b>Revenues from Operations</b>	<b>499.5</b>	<b>529.3</b>	<b>-5.6%</b>	<b>2,236.6</b>	<b>2,189.8</b>	<b>2.1%</b>
Other Income	1.9	7.0	-72.6%	6.1	18.9	-67.7%
<b>Total Income</b>	<b>501.4</b>	<b>536.3</b>	<b>-6.5%</b>	<b>2,242.7</b>	<b>2,208.7</b>	<b>1.5%</b>
COGS	351.9	405.7	-13.3%	1,631.3	1,610.3	1.3%
<b>Gross Profit</b>	<b>149.5</b>	<b>130.6</b>	<b>14.5%</b>	<b>611.3</b>	<b>598.5</b>	<b>2.2%</b>
<b>Gross Margin (%)</b>	<b>29.8%</b>	<b>24.3%</b>	<b>547 bps</b>	<b>27.3%</b>	<b>27.1%</b>	<b>16 bps</b>
Employee Expenses	31.0	25.1	23.7%	113.7	100.70	12.9%
Advertisement & Sales Promotion Expenses	25.9	16.8	54.5%	102.0	79.5	28.3%
Other Expenses	54.5	51.9	5.0%	227.6	217.7	4.5%
<b>EBITDA</b>	<b>38.1</b>	<b>36.8</b>	<b>3.4%</b>	<b>168.1</b>	<b>200.5</b>	<b>-16.2%</b>
<b>EBITDA Margin (%)</b>	<b>7.6%</b>	<b>6.9%</b>	<b>73 bps</b>	<b>7.5%</b>	<b>9.1%</b>	<b>-158 bps</b>
Depreciation and Amortization	3.6	3.1	15.2%	13.6	17.9	-24.0%
Amortization of Right of use assets	4.2	4.9	-14.1%	18.4	17.1	7.6%
Finance Costs	10.2	6.8	48.4%	34.8	24.4	42.8%
Interest on Leases	1.6	1.0	54.9%	6.5	4.6	40.6%
<b>PBT</b>	<b>18.5</b>	<b>20.9</b>	<b>-11.5%</b>	<b>94.8</b>	<b>136.5</b>	<b>-30.6%</b>
Tax expense	-1.2	-0.4	201.1%	7.0	30.0	-76.8%
<b>PAT before discontinued operations</b>	<b>19.7</b>	<b>21.3</b>	<b>-7.4%</b>	<b>87.8</b>	<b>106.5</b>	<b>-17.5%</b>
PAT Margin (%)	<b>3.9%</b>	<b>4.0%</b>	<b>-4 bps</b>	<b>3.9%</b>	<b>4.8%</b>	<b>-90 bps</b>
Profit/(Loss) on discontinued Operations	0.0	0.1		-0.5	-	
<b>PAT after discontinued operations</b>	<b>19.7</b>	<b>21.4</b>	<b>-7.8%</b>	<b>87.3</b>	<b>106.5</b>	<b>-18.0%</b>
<b>EPS<sup>[1]</sup> (Rs.)</b>	<b>2.1</b>	<b>2.3</b>	<b>-7.4%</b>	<b>9.3</b>	<b>11.3</b>	<b>-17.5%</b>

<sup>[1]</sup> The Company has sub-divided the existing 1 (one) equity share of face value of Rs. 10/- each fully paid-up into 5 (five) equity shares of face value of ` 2/- each fully paid-up with effect from July 20, 2022 (Record Date). The Earning Per Share (EPS) number of the current quarter and all comparative periods presented above have been restated to give effect of such sub-division of equity shares.



# FY2024: Strategic Priorities



Continued focus on enhancing contribution from D2C segment



Integrate customization options across brands



Expand omnichannel Presence



Achieve historical margin range in the D2C business





Renaissance Global Limited

# Company Overview



# Corporate Snapshot



**Global Jewellery Company** focused on designing, manufacturing and distribution of branded jewellery

Strong presence in global markets of **North America, Europe & Asia**

Licensing agreements with **large globally-recognized brands**

**Product portfolio** across branded jewellery, customer brands & plain gold jewellery

5

Licensing agreements with global brands

6

Direct-to-Consumer websites

605 cr.

Branded jewellery revenues (Rs.) in 12M FY23

~13%

Branded jewellery EBITDA margins in 12M FY23

0.22x

Net debt to equity as on March 31, 2023

# Building a Global Branded Jewellery Business



## Renaissance's Branded Jewellery Segment: Key Attributes

Association with globally-recognized brands

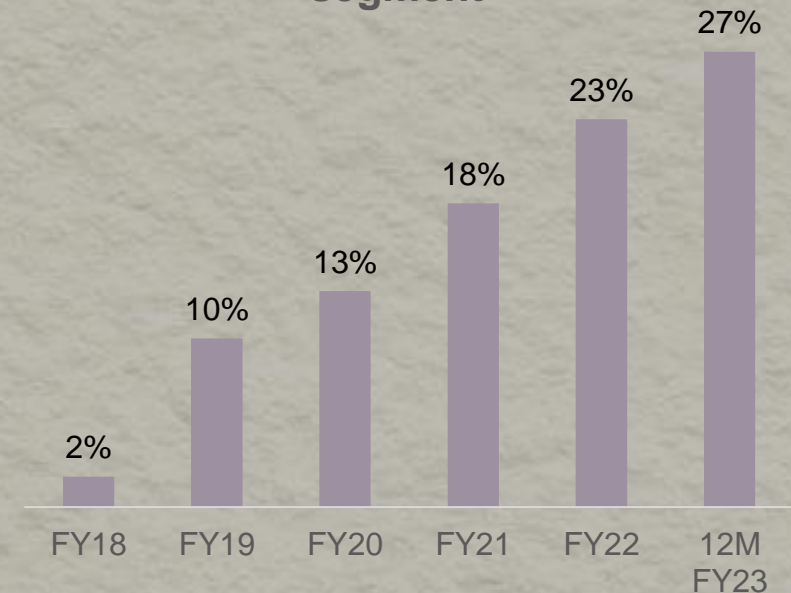
Increased presence in high-potential key global markets

Better pricing on the back of branded products

Low capital-intensive business segment

Higher margins & superior return ratios

Growing revenue contribution from Branded Jewellery segment

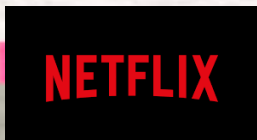


*Endeavour to achieve ~50% sales from Branded Jewellery segment over the next 3 years*

# Branded Jewellery Business Model



## Brands



## Design & Manufacturing



**Conceptualisation & Product Development**



**State-of-the-Art Manufacturing Facilities**

## Distribution

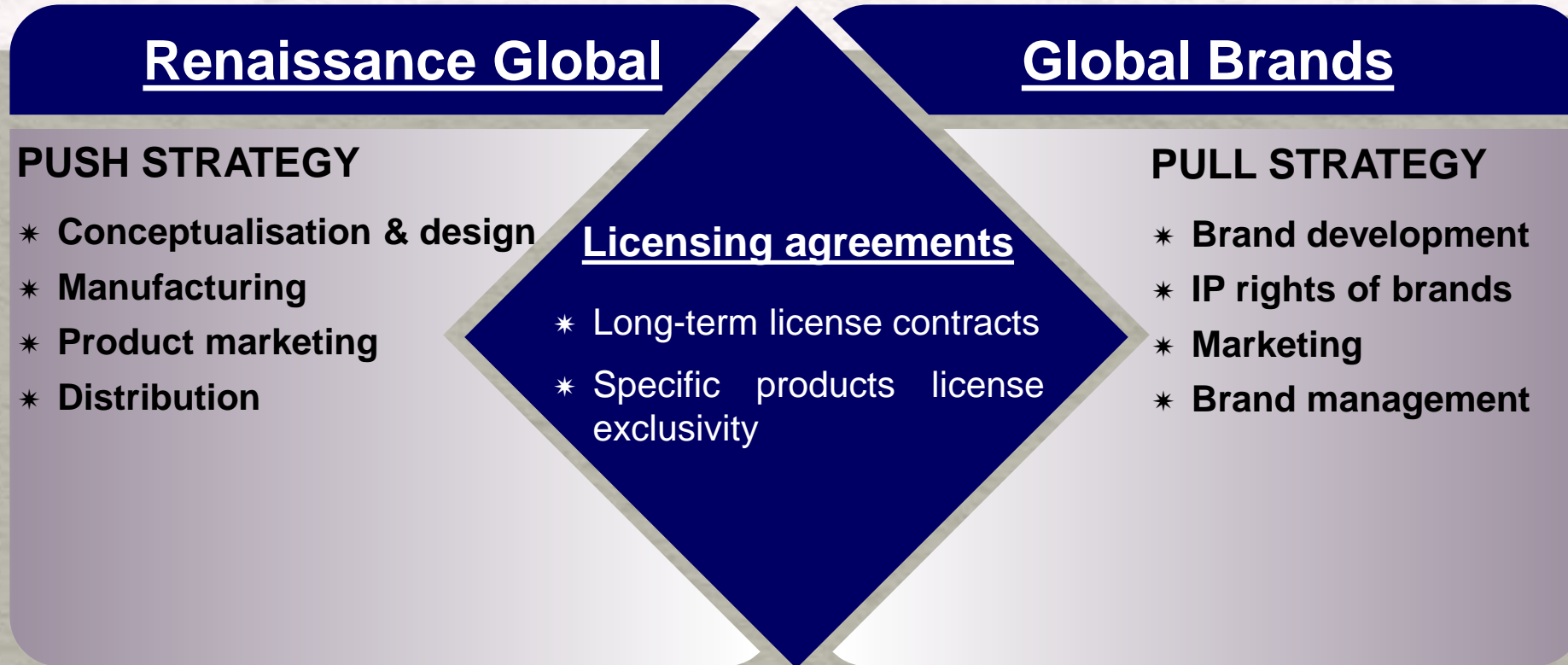


**Business-to-Business (B2B)**



**Direct-to-Consumer (D2C)**

# 'Win-Win' Partnership with Global Iconic Brands



*Strategic & mutually-synergistic partnerships with internationally-recognized brands*

# Growing Portfolio of Brands

## Licensed Brands

- \* Partnership with Hallmark since 2015
- \* Licensing arrangement with Disney since 2016 with the launch of Enchanted Disney Fine jewelry
  - Success of brand unlocked more licensing opportunities
  - Launched Disney Jewels in October 2019 & Disney Treasures in February 2020
- \* Licensing agreement with Lucasfilm with the launch of Star Wars collection in November 2020
- \* Licensing agreement with NFL Properties LLC in January 2022 with the launch of NFL-inspired unique jewellery in USA
- \* Licensing agreement with Netflix in October 2022 with the launch of Netflix series inspired unique jewellery in USA

***Building a strong portfolio of licensed and owned brands***



# Growing Portfolio of Brands

## Owned Brands

- \* Launched first India-focused retail brand IRASVA in 2019
  - Operates 3 IRASVA stores in India
- \* Jewelili, a play on affordable fine jewellery collection launched in February 2020
  - Distributed through Amazon platform in addition to its own website

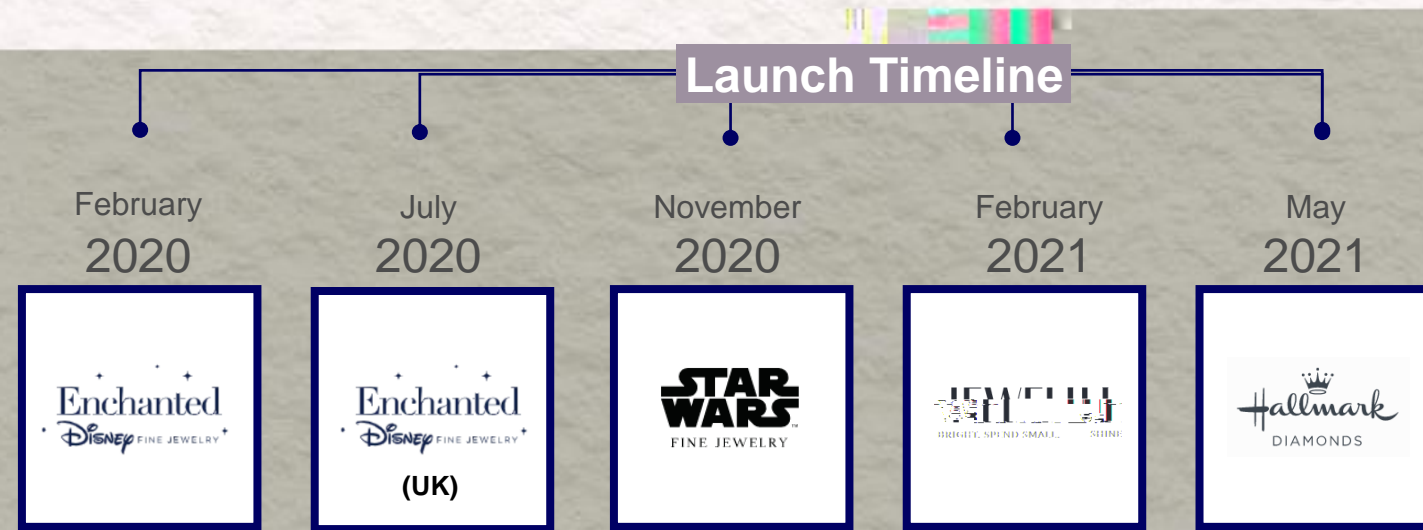
*Building a strong portfolio of licensed and owned brands*



# Establishing High-Potential D2C Division



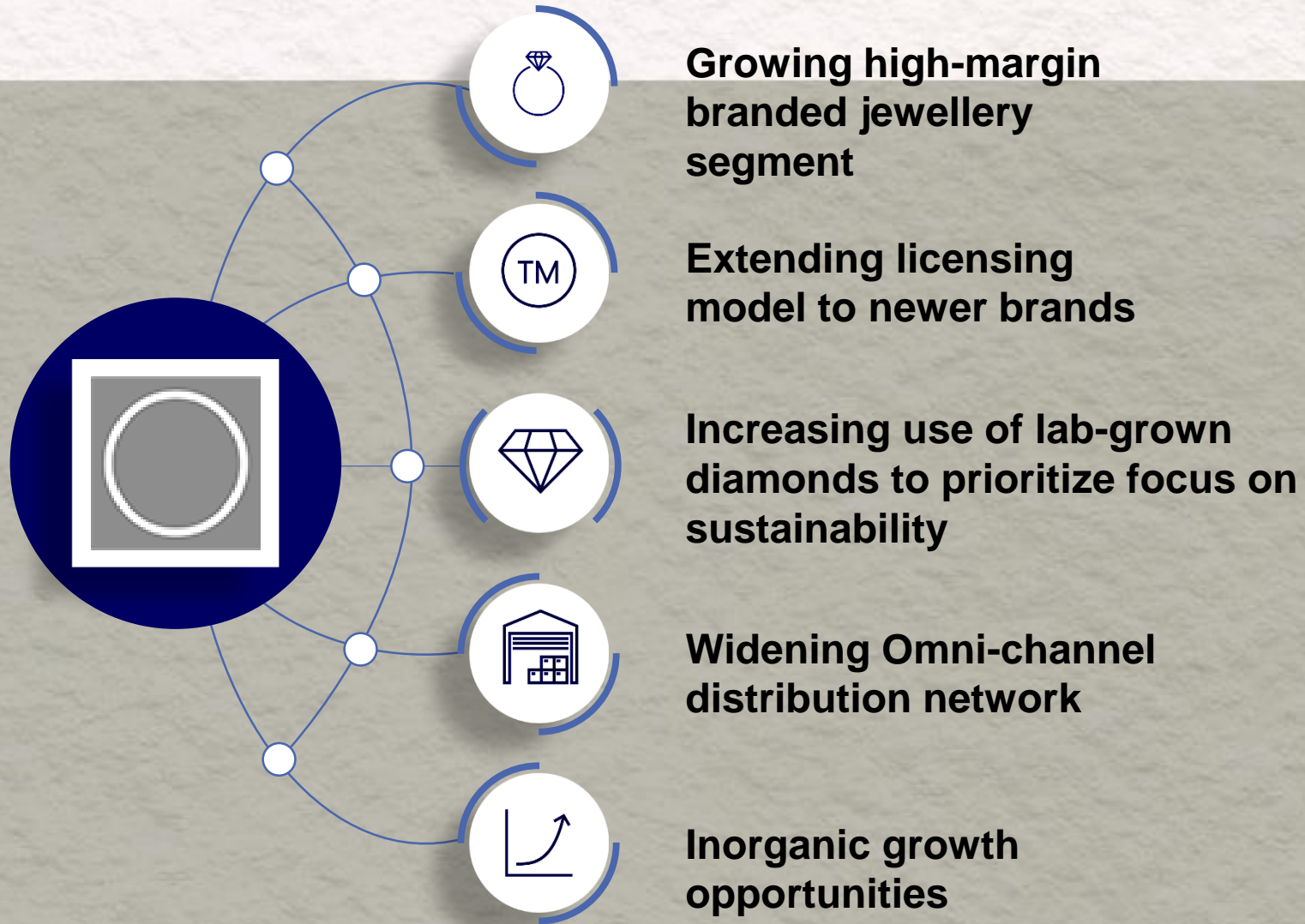
- \* Successfully developed and launched 6 online stores
- \* Monthly visitors on websites grown 10x since Feb 2020
- \* Segment enjoys higher margins and healthy working capital cycle



**ALL ARE AVAILABLE ON RENAISSANCE'S D2C WEBSITES**

*D2C business expected to be a major growth driver*

# Growth Drivers



# Conclusion



**Play on high-potential global branded jewellery industry**



**'Win-Win' partnership with global iconic brands**



**Footprint in huge developed & developing global markets for branded jewellery**



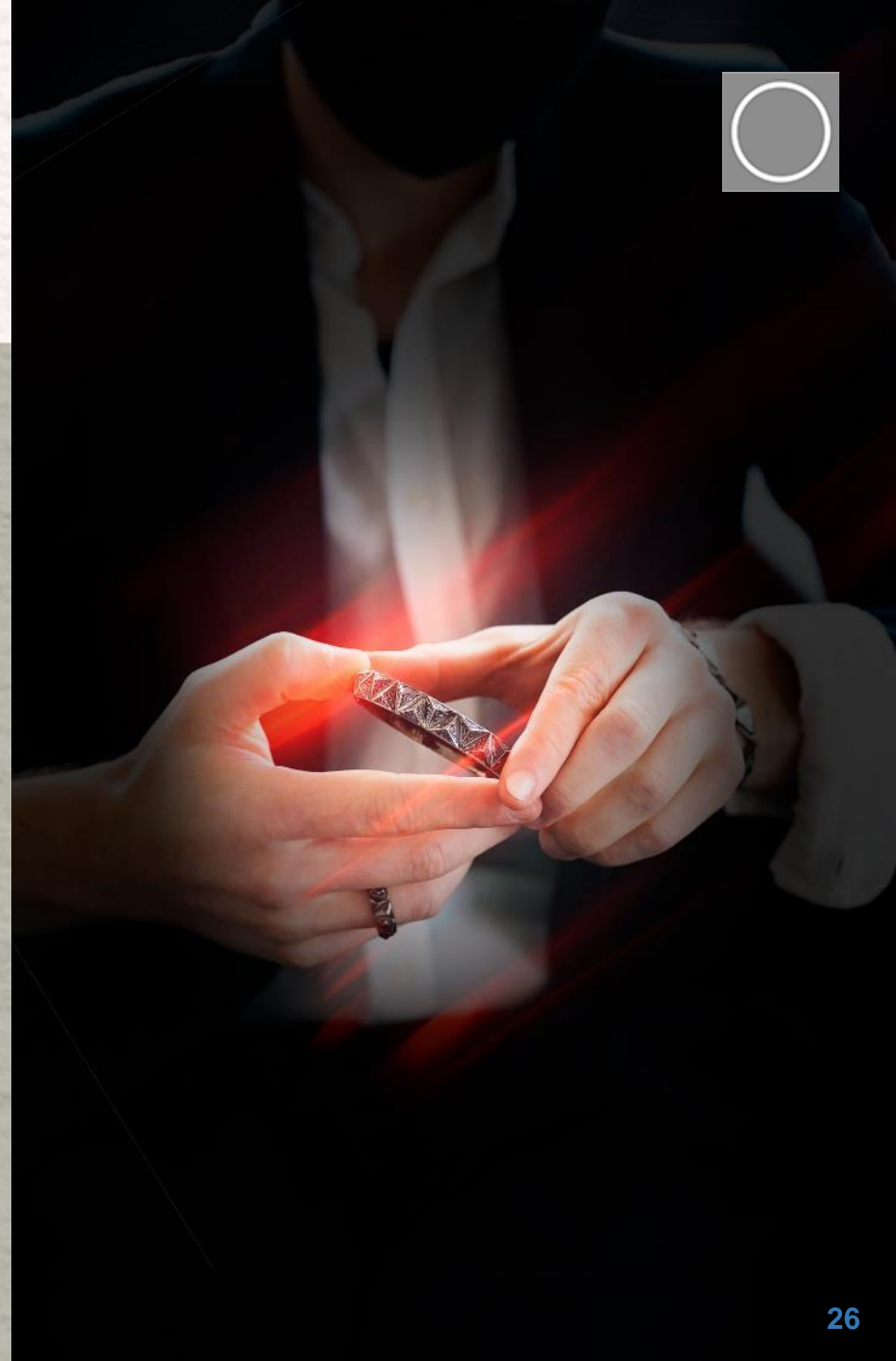
**Increasing scale to drive operating leverage across distribution channels**



**High margin & low-capital intensive branded jewellery model to support healthy free cash generation**



**Prudent capital allocation with focus on creating sustainable shareholder value**



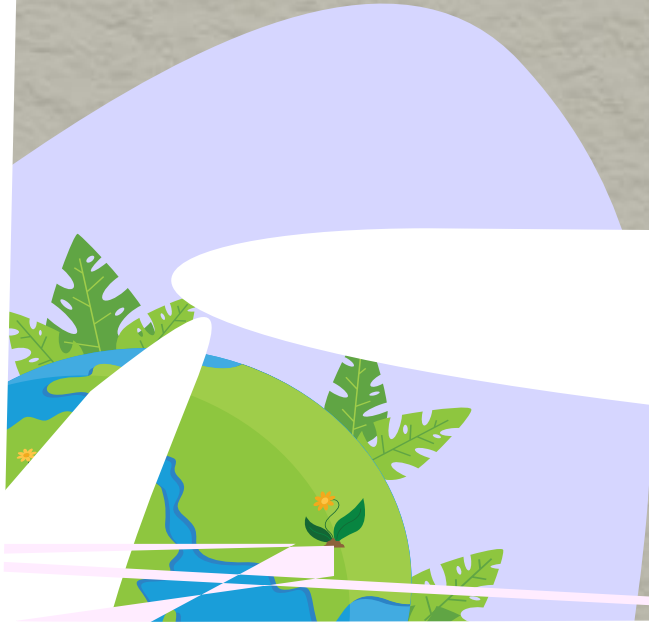
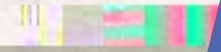


Renaissance Global Limited

# ESG Initiatives



Initiatives





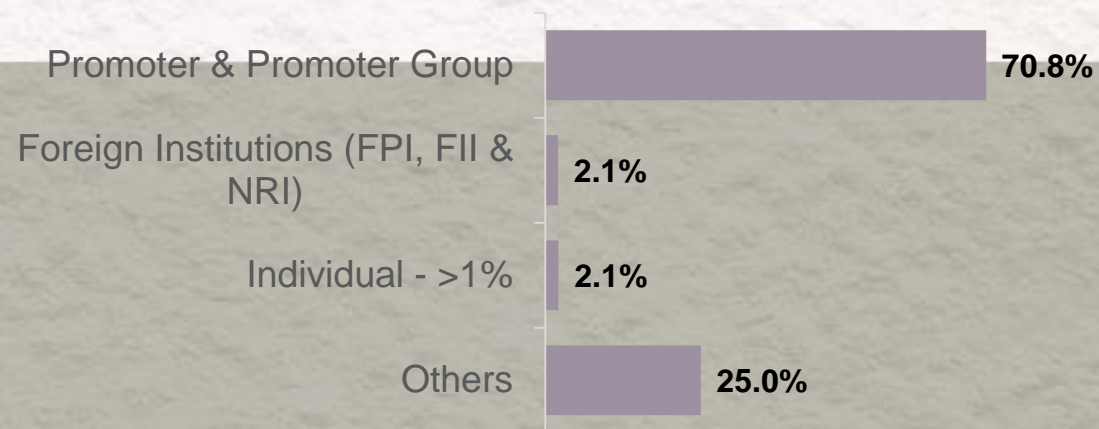
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# Annexure



# Market Snapshot

## Shareholding Pattern\*



\*Holding as on 31<sup>st</sup> March 2023

Key Market Statistics	As on 31-March-2023 (Adjusted for Split)
BSE/NSE Ticker	532923/RGL
CMP (Rs)	82.9
Market Cap (Rs Crore)	786.91
Number of outstanding shares (Crore)	9.44
Face Value	2.0
52-week High / Low (Rs)	165.48 / 81.20



# Conference Call Details



## Q4 & FY2023 Earnings Conference Call

Timing	2:00 pm IST on Monday, May 29, 2023
Conference dial-in	
Primary number	+91 22 6280 1141 / +91 22 7115 8042
Singapore Toll Free Number	800 101 2045
Hong Kong Toll Free Number	800 964 448
USA Toll Free Number	1 866 746 2133
UK Toll Free Number	0 808 101 1573

# About Us

Renaissance Global Limited (Renaissance) is a global branded jewellery player. Renaissance designs, manufactures and supplies branded jewellery across key high-potential markets in USA, Canada, UK & key Asian markets. The product portfolio encompasses Branded Jewellery, Customer Brands & Plain Gold Jewellery segments, with a strong focus on Branded Jewellery division.

The Company has a growing portfolio of brands under licensed and owned segments. It holds synergistic licensing agreements with large global brands, such as Disney, Hallmark, NFL and Netflix. Under its owned segment, it has a portfolio of brands such as Irasva, Jewelili and Made For You. Over the years, Renaissance has successfully expanded its branded product portfolio, backed by strong conceptualization, design, and manufacturing capabilities. On the distribution side, the Company operates through both B2B and D2C models. Since 2020, Renaissance has launched online stores through 7 D2C websites to market & supply licensed brands & owned brands.

## For further information, please contact:



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**Anoop Poojari / Jenny Rose Kunnappally**



**CDR India**

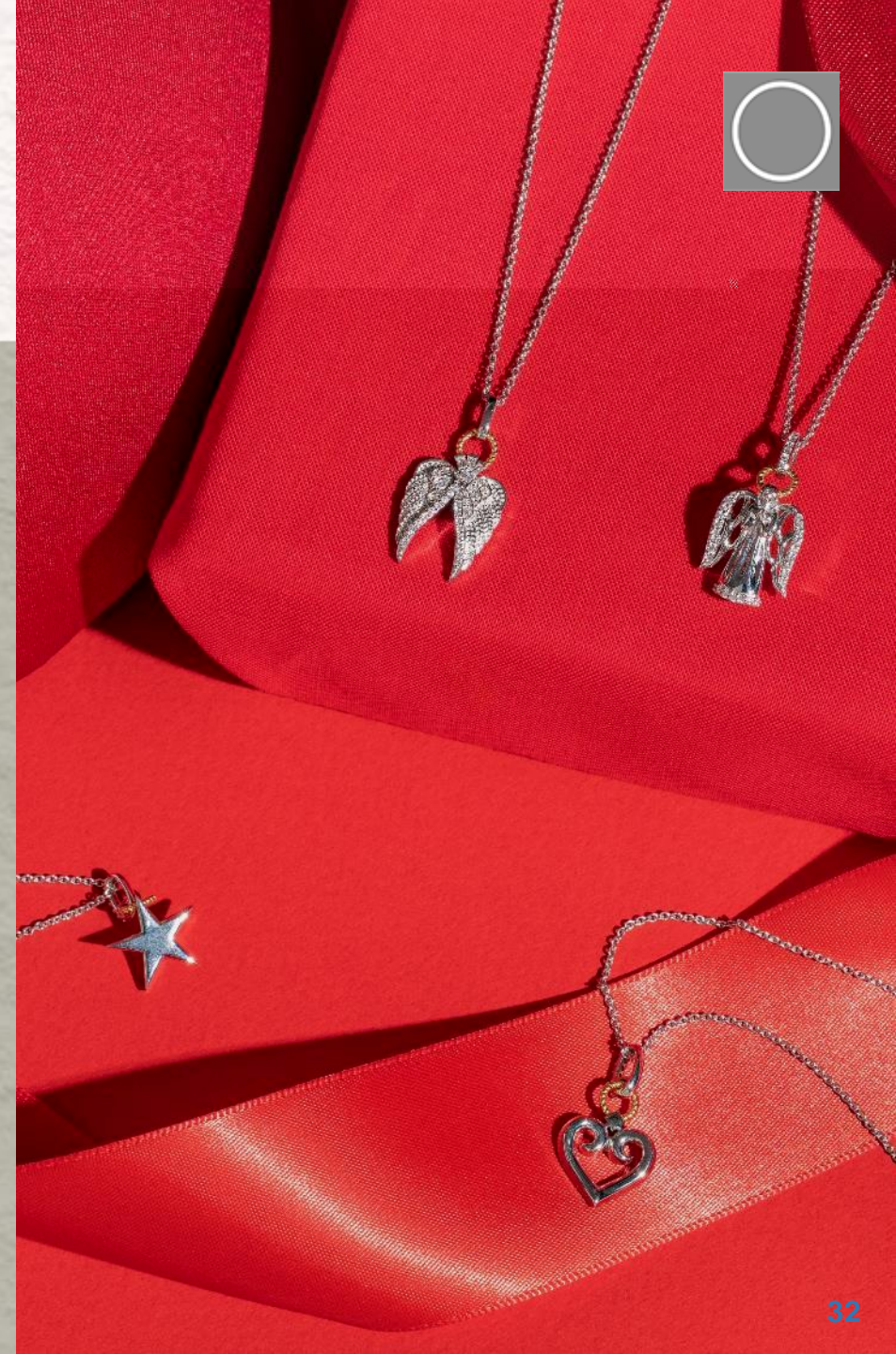


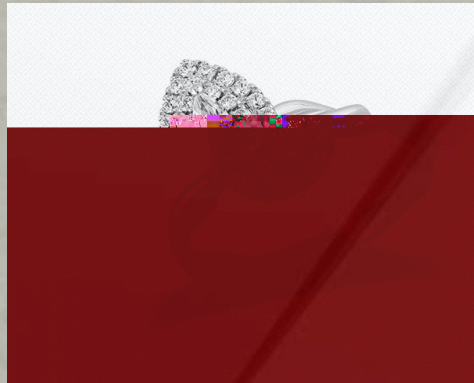
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Renaissance Global Limited

**Thank You**