



SECRETARIAL DEPARTMENT

Jekegram, Pokhran Road No.1, Thane (W)-400 606
Maharashtra, India
CIN No.: L17117MH1925PLC001208
Tel: (91-22) 4036 7000 / 6152 7000
Fax: (91-22) 2541 2805
www.raymond.in

RL/SE/23-24/113

August 11, 2023

To

The Department of Corporate Services - CRD
BSE Limited
P.J. Towers, Dalal Street
Mumbai - 400 001
Scrip Code: 500330

The National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Bandra-Kurla Complex
Bandra (East), Mumbai - 400 051
Symbol: RAYMOND

Dear Sir/Madam

Sub: Raymond Limited – Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Unaudited Financial Results for the First Quarter ended June 30, 2023.

The meeting of the Board of Directors commenced at 11:00 a.m. and the Financial Results were approved by the Board at 12:55 p.m.

The Investor Presentation is also available on the website of the Company i.e. www.raymond.in.

We request you to take the above information on record.

Thanking you.

Yours faithfully,
For **Raymond Limited**

Rakesh Darji
Company Secretary

Encl.: A/a



REGISTERED OFFICE

Plot No. 156/H No. 2, Village Zadgaon,
Ratnagiri - 415 612, Maharashtra
Tel: (02352) 232514
Fax: (02352) 232513



RAYMOND LIMITED

Q1FY24 RESULT PRESENTATION

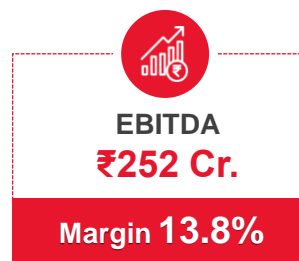
30th June 2023

Delivered Highest Ever Q1 Revenue and Profitability

Achieved Net Debt Free Status at Group Level



Delivered **highest Q1 revenue** in a subdued consumer demand and seasonally weak quarter

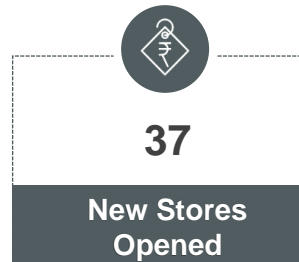


Reported **highest ever Q1 EBITDA** (YoY growth **7%**)

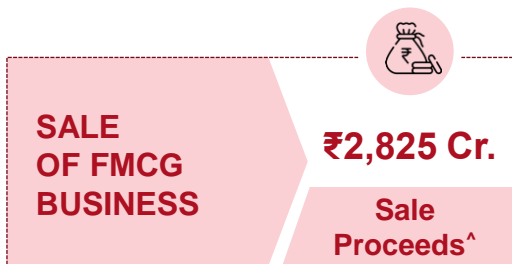


Strong booking momentum maintained in **3 projects with 215 units sold in Q1**

Launched new project in July-23, **Sold 50+** units on the launch date



New stores opened across **Tier I to Tier IV towns** including **15 'Ethnix by Raymond' stores**



With sale proceeds, achieved **Net Debt free status** at Group level **2 years** ahead of stated guidance



Strong balance sheet with surplus cash of **~₹1,500+ Cr.** at **Group level** available as Growth Capital

[^] Sale proceed of ₹ 2,825 Cr. with estimated after-tax realization of ~₹2,200 Cr.

[#] Group surplus is aggregation of Net debt / (Surplus) of Raymond Limited consolidated and Raymond Consumer Care Ltd (RCCL)

TABLE OF CONTENT

		Pages
1	Q1FY24 Highlights	4-9
2	Recent Strategic Initiatives	10-13
3	Financial Highlights	14-17
4	Go To Market Initiatives	18-23
5	Segment Financials	24-45
6	Current Status and Outlook	46-48
7	Company Overview	49-59
8	Annual Financial Performance	60-62

Q1FY24
HIGHLIGHTS





DOMESTIC MARKET

- Moderate consumer sentiments in a seasonally weak quarter
- Early onset of End Of Season Sale (EOSS) in apparel sector
- Residential real-estate continued to demonstrate sustained demand including high demand for luxury homes



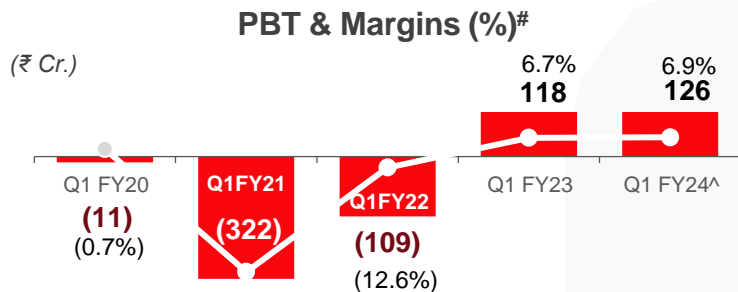
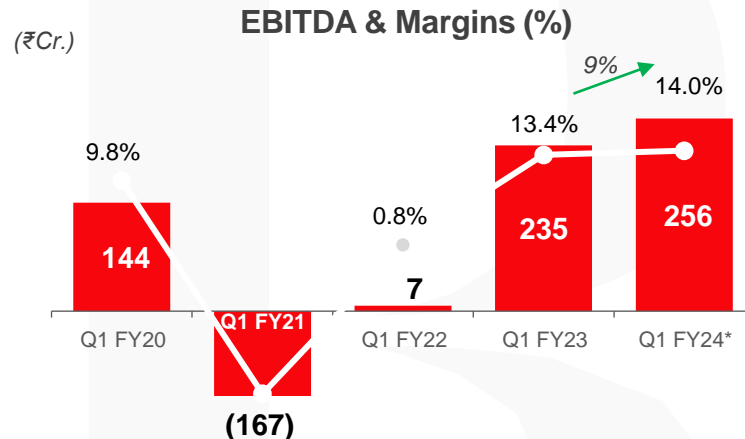
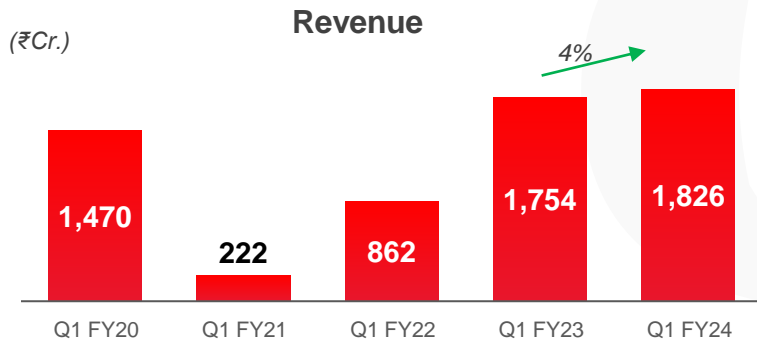
EXPORTS MARKET

- US, UK & Europe: Despite significant challenges of inflation, order book remained healthy for formal wear category in garmenting
- Demand levers: China+1 strategy adoption and consolidation of vendors by major brands, coupled with favorable currency (US\$)



Q1FY24: Maintains Consistent Performance

In seasonally weak quarter



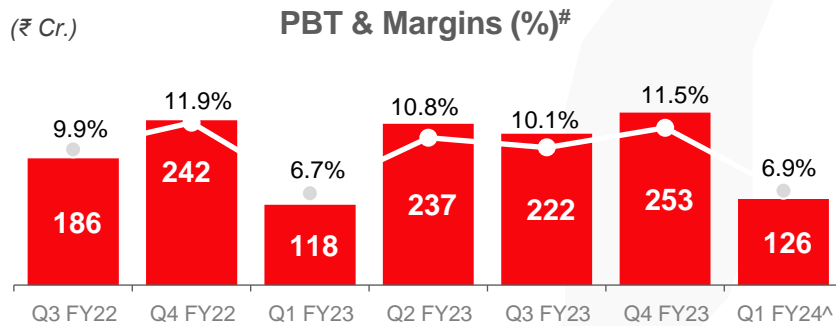
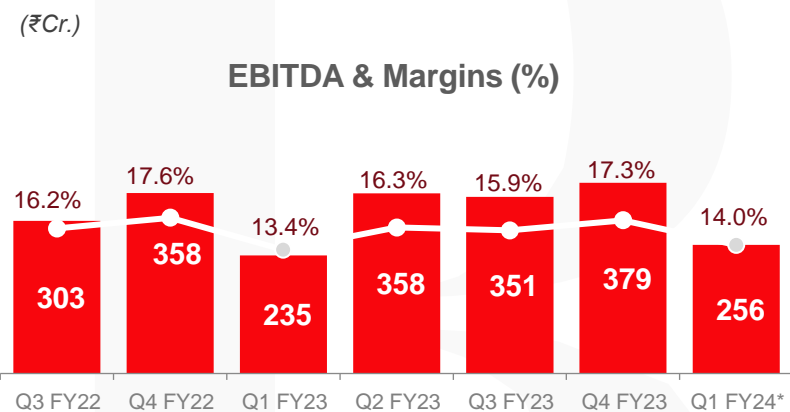
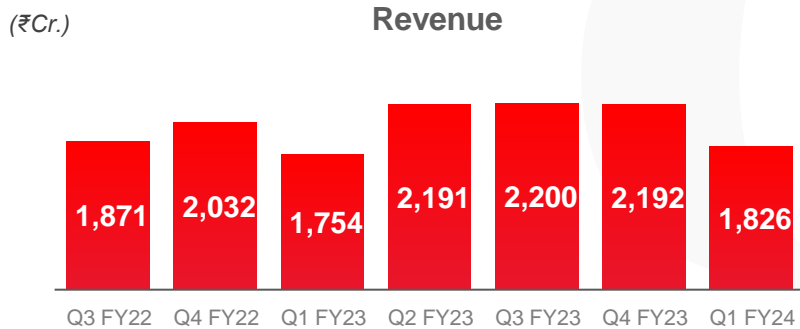
- In a subdued consumer demand & seasonally weak quarter
 - Revenue grown by 4% vs Previous Year (Q1FY23)
 - EBITDA increased by 9% vs Previous Year (Q1FY23)

* Q1FY24: EBITDA before ESOP expenses. Post ESOP expenses the Reported EBITDA is ₹ 252 Cr.

PBT before exceptional item in all periods

^ Excluding ESOP expenses of ₹ ~4 Cr. & Interest on group NCD to RCCL ~₹10 Cr. in Q1FY24

Consistently Delivered Strong Performance in Last 7 Quarters



- Consistently delivering strong performance in terms of revenue & profitability in a subdued consumer demand & seasonally weak quarter

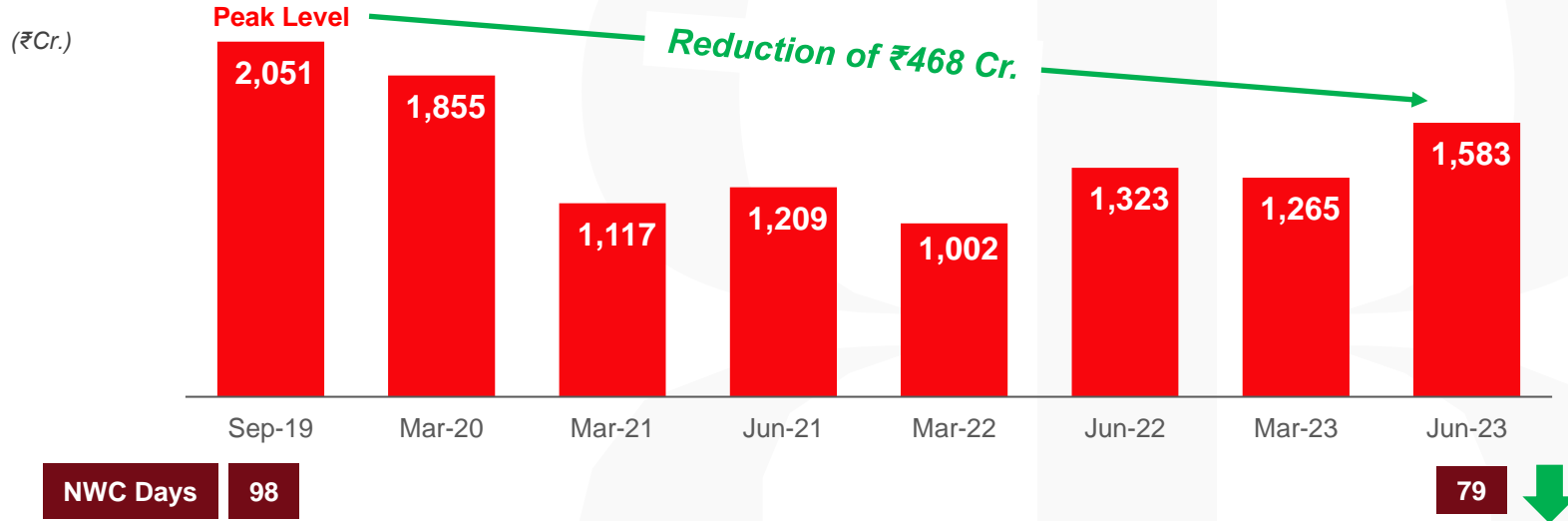
* Q1FY24: EBITDA before ESOP expenses. Post ESOP expenses the Reported EBITDA is ₹ 252 Cr.

PBT before exceptional item in all periods

^ Excluding ESOP expenses of ₹ ~4 Cr. & Interest on group NCD to RCCL ~₹10 Cr. in Q1FY24

NWC Days

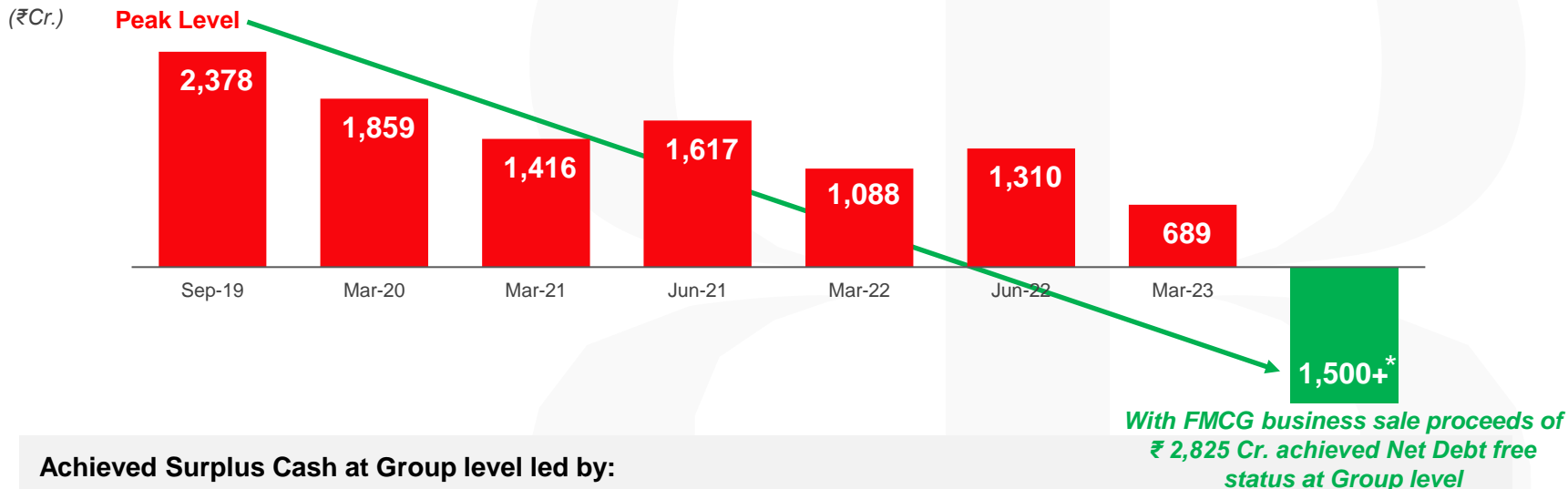
Continued focus on optimizing NWC



- **Key Initiatives:** Strong emphasis on collections and efficient inventory management and related production cycle
- NWC higher in June as compared to March quarter mainly due to increase in inventory to cater to demand for upcoming festive season

Net Debt Free Two Years Ahead Of Stated Guidance

A ~₹ 4,000 Cr. net debt reduction journey from peak to ₹ 1,500+ Cr. of Surplus Cash at Group Level



Achieved Surplus Cash at Group level led by:

- ~₹ 1,350 Cr. through FCF generated during the period of FY21-FY23
- ₹ 350 Cr. from land sale in Dec-19
- ₹ 2,850 Cr. from sale of FMCG business, with estimated after tax realization of ~₹ 2,200 Cr. in May-23

Key Initiatives: Focused revenue growth, cost optimization & effective working capital management generating FCF

* Group surplus cash based on aggregation of Net debt / (Surplus) of consolidated Raymond Limited and Raymond Consumer Care Ltd

Recent
**STRATEGIC
INITIATIVES**



Strategic Initiatives Undertaken

STRENGTHENING THE CORE (FY21-23)



Reset the Business model during Covid



Established Real Estate Business
Total booking value:
~ ₹3,900 Cr. within
4 years of launch till
Mar-23



Sustainable Annual Cost Savings
(~₹400 Cr.)



Effective Working Capital Management
Lower by over ~ 46%
from peak level (from 98 days
in Sep'19 to 53 Days on
Mar'23)



Continued Net Debt Reduction
Lower by ~₹1,700 Cr. from
Peak Level (in Sep'19) till
Mar-23

RECENT VALUE UNLOCKING INITIATIVES in Q1FY24

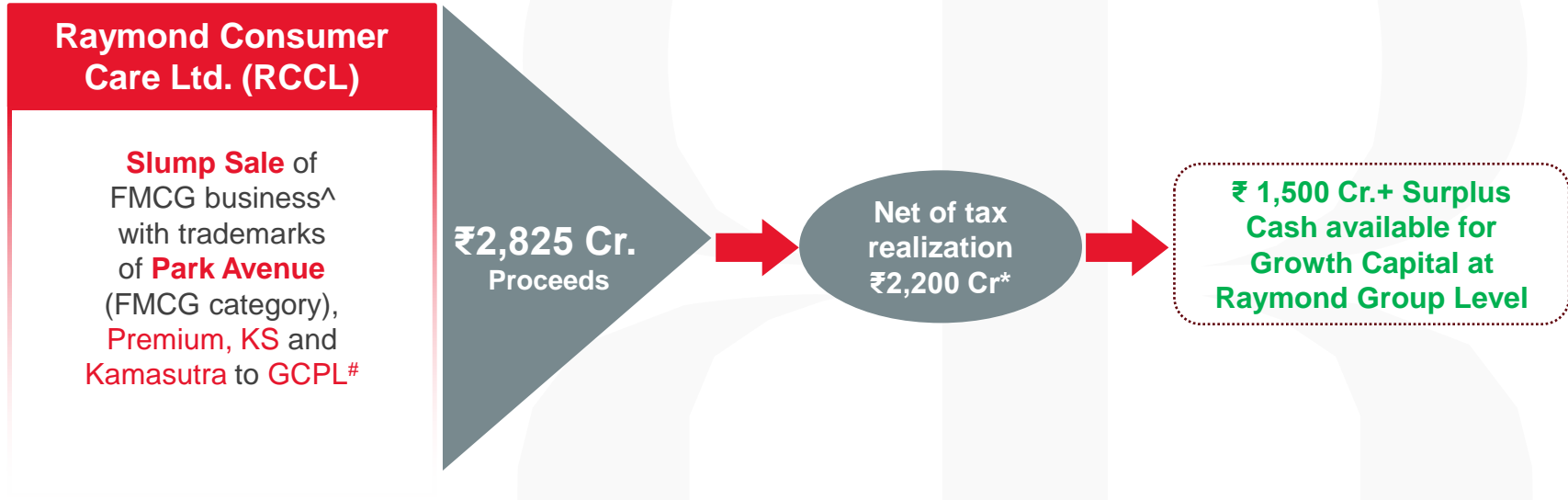


Demerger of Lifestyle Business
In Progress

Core Lifestyle business to be listed as
a zero net debt separate listed entity

Deleveraging Action

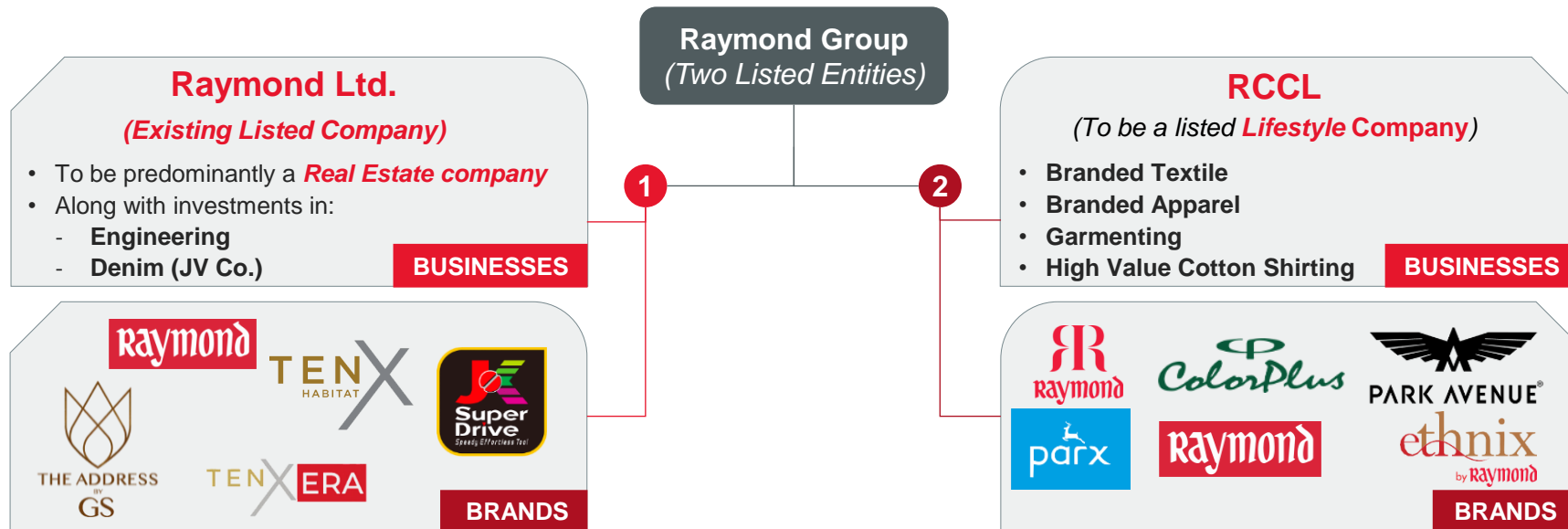
Selling of FMCG Business



- The consideration for the **sale of FMCG business** to GCPL has been received as on **8th May 2023**
- Sale proceed of **₹ 2,825 Cr.** with estimated after-tax realization of **~₹2,200 Cr.**
 - Raymond Limited issued NCD of ₹ 1,700 Cr. to RCCL to facilitate the repayment of external debt of ₹1,029 Cr. in Q1FY24
 - Remaining Cash & Cash Eq. in Raymond Ltd. and RCCL invested in liquid investments

Initiated Demerger of Lifestyle Business

Two pure play listed net debt free companies



- Demerger will result into two independent net debt free listed entities of pure play B2C focused Lifestyle and Real Estate businesses with significant liquidity surplus at the Group level to spur future growth
- Each Raymond Ltd shareholder to get four shares of RCCL for every five shares held in Raymond Ltd.

Financial HIGHLIGHTS



Q1FY24: Consolidated Results

Particulars (₹ Cr.)	Q1FY24	Q4FY23	Q1FY23	YoY %
Net Revenue	1,826	2,192	1,754	4%
Opex	555	562	514	8%
EBITDA (excluding ESOP)	256	379	235	9%
EBITDA Margin %	14.0%	17.3%	13.4%	
Reported EBITDA	252	379	235	7%
<i>Depreciation</i>	60	62	58	2%
<i>Interest Expense^{^^}</i>	69	64	59	17%
<i>Interest on Group NCD*</i>	10	-	-	-
PBT before exceptions	112	253	117	(4%)
<i>PBT margin %</i>	6.2%	11.5%	6.7%	-
Exceptional Items [^]	(9)	(93)	0	-
Taxes	(27)	23	(37)	-
Associate / JV / Minority	6	11	0	-
Profit on Sale of FMCG [#]	983	-	-	-
Net Profit	1,065	194	81	NM

* In Q1FY24, interest on Group NCD issued to RCCL for ₹1,700 Cr

[^] Exceptional item in Q1FY24 includes ₹ 9 Cr. for VRS payments of Chhindwara Plant (Textiles)

[#] Q1FY24 Reported PAT includes ₹ 983 Crores (being 47.66%) of Raymond Ltd. share of profit in associate (Raymond Consumer Care Ltd.) on sale of FMCG business

^{^^} Q1FY24: Higher on account of interest on lease liability, unamortized transaction cost for external loan prepayment through RCCL NCD proceeds and higher interest rate due to RBI rate hike

Q1FY24: Segment Results

Performance driven by Lifestyle business

Post IndAS 116		Revenue			EBITDA			EBITDA %	
Particulars (₹ Cr.)		Q1 FY24	Q1 FY23	YoY%	Q1 FY24	Q1 FY23	YoY%	Q1 FY24	Q1 FY23
Branded Textile	LIFESTYLE BUSINESS*	688	648	6%	117	114	3%	17.0%	17.6%
Branded Apparel		305	262	16%	19	15	32%	6.4%	5.6%
Garmenting		265	247	7%	24	15	62%	9.2%	6.1%
High Value Cotton Shirting		192	170	13%	19	17	17%	10.0%	9.7%
Engineering*		209	209	0%	29	27	9%	14.0%	12.8%
Real Estate		234	286	(18%)	54	79	(31%)	23.3%	27.5%
Others #		(66)	(69)	-	(12)	(31)	-	-	-
Raymond Consolidated		1,826	1,754	4%	252	235	7%	13.8%	13.4%

***Post Demerger, these segments will be included in the Listed Lifestyle Company (RCCL)**

* Engineering business is aggregation of JK Files & Engineering Ltd, JK Talabot Ltd. and Ring Plus Aqua Ltd (RPAL)

Others includes non scheduled airline operations, unallocated expenses, elimination and other income

Q1FY24: Net Working Capital and Liquidity

Particulars (₹ Cr.)	Jun'23	Mar'23	Jun'22	vs Mar'23	vs Jun'22
NWC	1,583	1,265	1,323	318	260
NWC - No. of Days	79	53	69	26	10

Particulars (₹ Cr.)	Jun'23
Operating Cash Flow	(149)
Free cash Flow	(260)

Particulars (₹ Cr.)	Jun'23	Mar'23	Jun'22	vs Mar'23	vs Jun'22
External Gross Debt*	1,071	2,100	2,049	(1,029)	(978)
Group NCD to RCCL	1,700	-	-	1,700	1,700
Cash and cash Eq.	1,806	1,411	739	395	1067
Net Debt	965	689	1,310	276	(345)
Surplus Cash at Group Level#	₹ 1,500+ Cr				

NWC higher mainly due to Increase in inventory:

- To cater to demand for upcoming festive season &
- Increase in real estate related to construction cost & new project approvals

Free Cash Flow utilization :

- Mainly due to higher net working capital requirement, planned capex and interest payment

Net Debt:

- With FMCG business sale proceeds of ₹ 2,825 Cr. achieved Net Debt free status at Group level two years ahead of stated guidance
- **Surplus Cash of ₹ 1,500 Cr.+** at Group level available as Growth Capital

* Gross debt excluding accrued interest

Group surplus cash based on aggregation of Net debt / (Surplus) of consolidated Raymond Limited and Raymond Consumer Care Ltd

Go To MARKET INITIATIVES

Go to Market Initiatives — Suiting



LUXOLITE

- A collection with designs in variation of strips, micros, sub-dued checks, Slub looks with pastel and bright colors

FASHMODA

A youth-oriented collection with high fashion known for its unique bold designs and styling



Go to Market Initiatives — Shirting



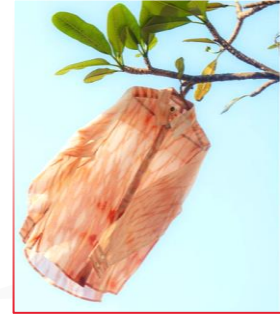
Voyage



Checkmate



Regio Italia



Sustainova



Linen



Vibez 2.0



Linen



Stain Resistant

Go to Market Initiatives — Apparel



NO SWEAT
YOUR ANSWER TO
ALL CHALLENGES.

COLORPLUS (Chinos)

CHINOS
&
THERE ARE
COLORPLUS

CHINOS
QUICK-DRY CHINOS

ColorPlus



FREE TO ADAPT.

PARK AVENUE

FREEDOM JACETS

PARK AVENUE



STRETCH TO DO
MORE IN LIFE.

THERE ARE
CHINOS
&
THERE ARE
COLORPLUS

CHINOS
STRETCHABLE CHINOS

ColorPlus



FREE TO TRAVEL.

PARK AVENUE

PRESENTING
FREEDOM JACETS

PARK AVENUE

'Ethnix by Raymond'

Ethnix range for targeted Occasion

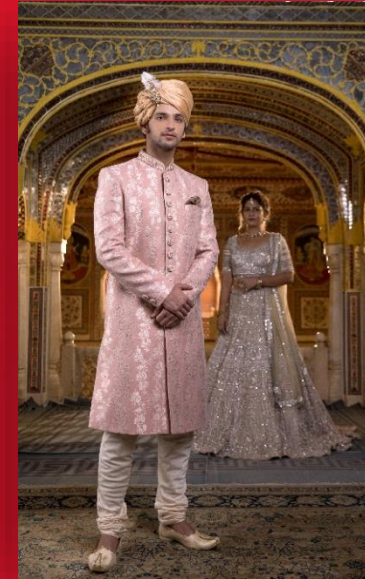
Smart Ethnix



Festive Collection



Wedding Collection



Digital Imperatives

The new norm of business

B2B Commerce / Application

Tag Dealer Program : PRIDE

- Launch of India's first unique Block Chain based MBO & trade Rewards Program.
- Dynamic & Customized Reward Point allocation to incentivize & promote sales.
- Simple Mobile App based easy access anytime anywhere

Hyper- Personalised Solution

- Building hyper personified interaction BOT - ETHINX
- Seamless flow of customer journey using WhatsApp based interaction through direct button featured across text , video, Image etc.

Smart Retail

Personalise Gifting : Gifting Moments

- Dynamic Digital Vouchers across occasions based on shopping preference
- Increased participation & higher redemption leading to cross sell & upsell

Digital Engagements

Hyper Personalisation : Personalised Offers & Promotions

- Personalized Digital Vouchers across festive & intent based on shopping preference.
- Dynamic full value campaigns and offers to increase spends & basket size

Segment
FINANCIALS





BRANDED TEXTILE

Branded Textile

Particulars (₹Cr.)	Q1FY24	Q1FY23	% Var.
Net Sales	688	648	6%
EBITDA	117	114	3%
<i>EBITDA margin</i>	17.0%	17.6%	

➤ **Recorded sales growth of 6% in Q1F24 Vs PY**

- Driven by increasing consumer demand for our latest season offerings including innovative products, and gifting solutions for summer wedding season.
- The Raymond Shop (TRS) network witnessed ~8% growth in average transaction value (ATV) vs. Q1FY23

➤ **EBITDA margins lower at 17.0% mainly due to change in product mix**



**BRANDED
APPAREL**

Branded Apparel

Particulars (₹Cr.)	Q1FY24	Q1FY23	% Var.
Net Sales	305	262	16%
EBITDA	19	15	32%
<i>EBITDA margin</i>	6.4%	5.6%	

➤ **Recorded sales growth of 16% in Q1F24 Vs PY**

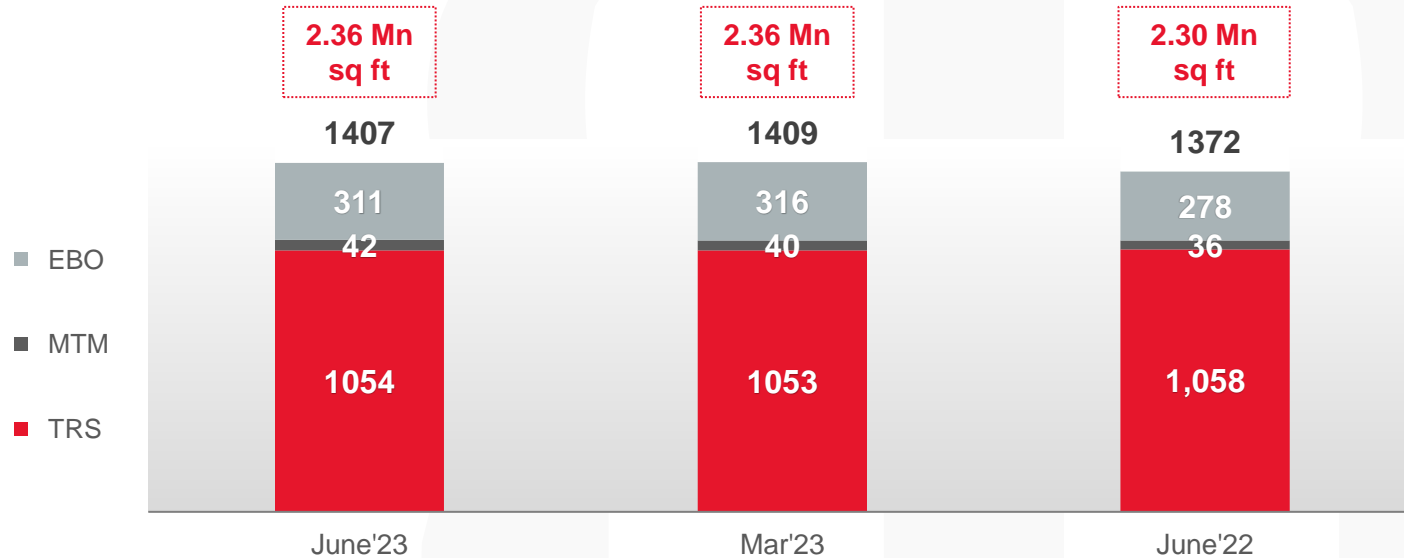
- Continued demand for office wear and new offerings in casual wear contributed to the growth
- Growth witnessed across all brands with 'Raymond Ready To Wear' (RRTW), Color Plus and Parx leading the front well supported by Park Avenue and 'Ethnix By Raymond' brand

➤ **Reported EBITDA margin of 6.4% mainly due to better sales and continued operational efficiencies**

Raymond RETAIL NETWORK



Exclusive Retail Network



- 37 new stores opened during the quarter
- **‘Ethnix by Raymond’**: Opened 15 new stores leading to total 75 stores as on 30th June, 2023
- 39 stores closed mainly due to relocation of stores and planned closure of Parx EBOs



GARMENTING

Particulars (₹Cr.)	Q1FY24	Q1FY23	% Var.
Net Sales	265	247	7%
EBITDA	24	15	62%
<i>EBITDA margin</i>	9.2%	6.1%	

➤ **Sales growth of 7% in Q1F24 vs PY**

- Healthy momentum in orderbook maintained with China+1 adoption & consolidation of vendors by global brands
- Growth driven by sustained demand in US & Europe markets from our existing customers and new customer acquisitions

➤ **EBITDA margin higher at 9.2% mainly due to operating leverage and operational efficiency**



HIGH VALUE COTTON SHIRTING

High Value Cotton Shirting

Particulars (₹Cr.)	Q1FY24	Q1FY23	% Var.
Net Sales	192	170	13%
EBITDA	19	17	17%
EBITDA margin	10.0%	9.7%	

- **Recorded a sales growth of 13% in Q1'F24 Vs PY**
 - Led by demand for our cotton & linen fabric offerings by our B2B customers in domestic market
- **EBITDA margin higher at 10.0% due to operational efficiencies**



ENGINEERING

Particulars (₹Cr.)	Q1FY24	Q1FY23	% Var.
Net Sales	209	209	0%
EBITDA	29	27	9%
EBITDA margin	14.0%	12.8%	

➤ **Sales performance driven by:**

- Demand momentum maintained for ring gears, flex plates and bearings categories in domestic markets and well supported by ring gears and other categories in exports market in a globally inflationary environment

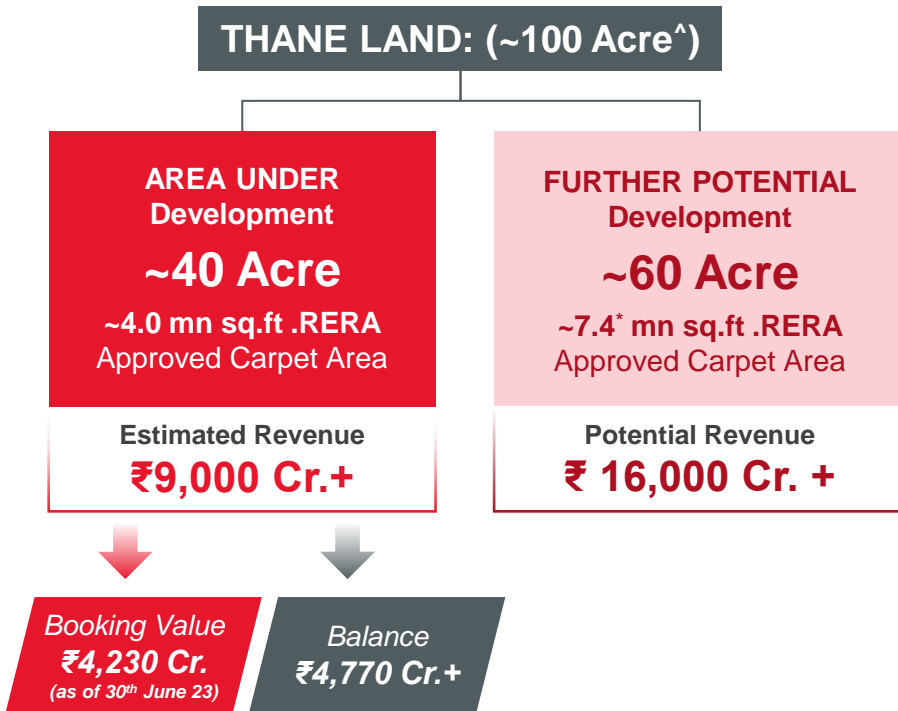
➤ **EBITDA margin higher at 14.0% mainly due to operational efficiencies**



Raymond | REALTY
Go Beyond

Real Estate Business at a Glance

Development of Own Land & JDA led business model in MMR region



Current 4 Projects: Ten X Habitat, The Address By GS, Ten X Era, and new Premium Projects

[^] Excluding 20 acre land on which 2 schools are located

* Status as of 30th June 2023, Including Residential, Retail shops and common road; Residential units in the projects include 1,2,3,4 and 5 BHK units

Assuming residential development based on current regulatory norms and current market prices

Existing Projects Booking Update (as on 30th June)



10 towers with RERA approved carpet area

~1.7 Mn sq.ft.

Total Units Planned:

3,103

(2BHK: 2,463; 1BHK: 640)

Particulars	FY23	Q1 FY24	Project Till Date
No of Bookings	542	102	2,553
RERA Carpet Area*	0.31	0.06	1.38
Value of Bookings (Cr.)	663	135	2,684
Customer Collections (Cr.)	897	113	2,106

%
UNIT SOLD

~82%



THE ADDRESS
BY
GS

02 towers with RERA approved carpet area

~0.7 Mn sq.ft

Total Units Planned:

549

(4BHK: 188; 3BHK: 316,
5BHK & above: 45)

Particulars	FY23	Q1 FY24	Project Till Date
No of Bookings	255	41	475
RERA Carpet Area*	0.34	0.04	0.58
Value of Bookings (Cr.)	742	93	1,236
Customer Collections (Cr.)	374	86	501

%
UNIT SOLD

~87%



03 towers with RERA approved carpet area

~0.6 Mn sq.ft

Total Units Planned:

905

(3BHK: 301; 2BHK: 604)

Particulars	FY23	Q1 FY24	Project Till Date
No of Bookings	141	72	213
RERA Carpet Area*	0.10	0.05	0.15
Value of Bookings (Cr.)	204	102	306
Customer Collections (Cr.)	11	20	31

%
UNIT SOLD
LAUNCHED UNITS

~38%

Ten X Habitat

3 towers delivered 2 years ahead of RERA Timeline



Towers 1, 2, 3, 4 & 5



Towers 6, 7, 8, 9 & 10



Central Amenities



Reference Image

Building Elevation



Reference Image

The Address By GS

Construction in full swing

Building Elevation



Reference Image



Tower (A)
7th Floor
Slab Completed



Tower (B)
3rd Floor
Slab Completed

Ten X ERA

Launched in Feb-23

TEN X ERA

Building Elevation



Reference Image

Tower (B)
Excavation Completed



Tower (C)
Foundation Work in Progress



New Launch — Premium Residential Projects

Over 1.0 Mn Sq ft RERA Approved Carpet Area With 2,000 Cr.+ Revenue Potential

Received An Overwhelming Response with Over **50 Units** on the Launch Date

Launched in Q2FY24
Building Elevation



Reference Image
(Tower C & Tower D)



THE ADDRESS
BY
GS
— SEASON 2 —

2 towers with RERA
approved carpet area
~0.54 Mn sq.ft.

Total Units Planned:
440
(3BHK: 260;
4BHK: 160; >5BHK: 20)

Building Elevation



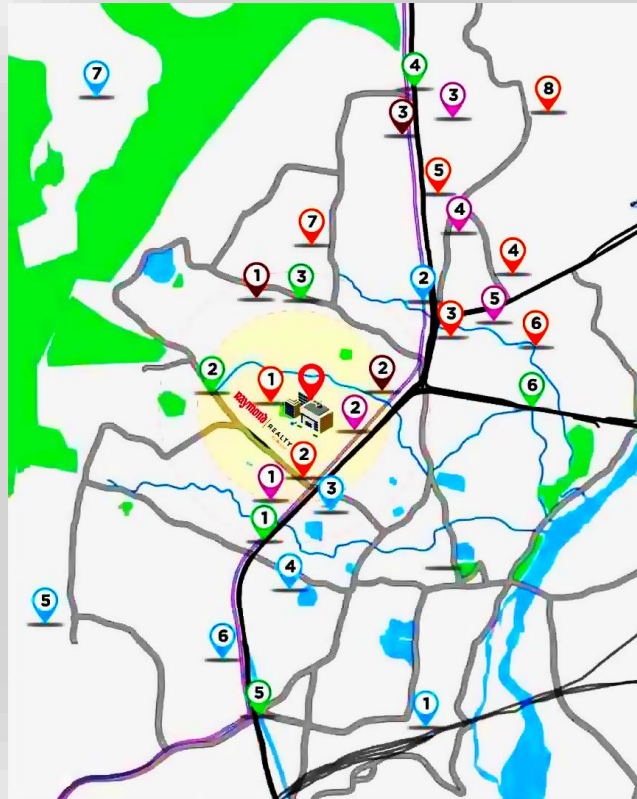
Reference Image

INVICTUS
MONOGRAM RESIDENCES
— BY —


1 tower with RERA
approved carpet area
~0.23 Mn sq.ft.

Total Units Planned:
102
(4.5BHK: 102)

Excellent Connectivity & Eco-system



Location Map



HOSPITAL

1. Bethany Hospital
2. Jupiter Hospital
3. Titan Hospital



HIGH STREET - SHOPPING

1. Korum Mall
2. Viviana Mall
3. R Mall (Thane)
4. D-Mart
5. Big Bazaar



SCHOOLS

1. Smt. Sunitidevi Singhania School
2. Smt. Sulochanadevi Singhania School
3. C.P. Goenka International School
4. Holy Cross Convent High School
5. Holy Trinity English High School
6. Lodha World School
7. Euro Kids
8. Orchid International School



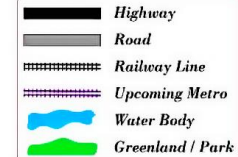
ROAD

1. Eastern Express Highway
2. Pokhran Road 1
3. Pokhran Road 2
4. Ghodbunder Road
5. Teenhath Naka
6. Mumbai - Nashik Highway



CONNECTIVITY

1. Thane Station
2. Upcoming Metro line 4
3. Cadbury Junction
4. Thane Municipal Corporation
5. Passport Seva Kendra
6. Thane RTO
7. Yeoor Hills



Particulars (₹Cr.)	Q1FY24	Q1FY23	% Var.
Net Sales	234	286	(18%)
EBITDA	54	79	(31%)
EBITDA margin	23.3%	27.5%	

➤ **Strong booking momentum maintained during the quarter:**

- In **TenX brand** offering (TenX Habitat & TenX ERA), booked value of ₹ 237 Cr in Q1FY24 vs ₹ 175 Cr in Q1FY23. The launch of TenX ERA project in Feb-23 contributed to the booking momentum as 80%+ units already sold in TenX Habitat
- In **'Address By GS' premium brand** offering, booked value of ₹ 93 Cr in Q1FY24 vs ₹ 270 Cr in Q1FY23. With ~87% of inventory already sold in the brand, in Jul-23 we launched 'Address By GS' Season 2 which received overwhelming response. Witnessed booking of 50+ units on launch day itself

➤ **Revenue recognition based on percentage completion method as per Ind AS 115**

- Construction momentum maintained and as per schedule in TenX Habitat, The Address by GS and TenX ERA projects

➤ **EBITDA margin lower at 23.3% mainly due to initial launch cost of new project – Ten X ERA**

Current Status & OUTLOOK



Current Status of Operations & Outlook



1

Company expects to be on profitable growth momentum

2

DOMESTIC MARKET



- Improvement in consumer sentiments further uptick expected in H2 driven by festivities and winter wedding season
- Continued focus on innovation and new offerings with increased focus on casual wear
- Expand retail store network mainly through asset light franchise model: To open ~ 200 stores in next 12-18 months
- Closely monitoring impact of inflation on demand



3

REAL ESTATE

- Residential real estate continue to demonstrate sustained demand
- Our Projects: Construction activity in full swing in compliance with all the relevant guidelines

4

EXPORTS MARKET



Global inflationary concern remain however strong order book in place for near term in Garmenting business

5



Surplus cash of **₹1,500 Cr.+ in Raymond Group** available as Growth Capital

Chairman & Managing Director on Q1FY24 performance

“This was momentous quarter for us as the Raymond group became net debt free post the sale of our FMCG business. During the seasonally weak first quarter and subdued consumer demand, the company has recorded a strong and steady performance across businesses. The quarter witnessed a lesser number of wedding days compared to the corresponding quarter last year that was a dampener for consumer demand. However, going forward we are optimistic as festive and wedding season will set in during the second half of the year giving an impetus to the consumer demand across the country. The silver lining for the quarter was our recent value unlocking initiative of Lifestyle business demerger which is under progress. Post demerger, we will have two independent consumer facing net debt free listed entities for Lifestyle and Real Estate businesses and there is significant liquidity surplus of over ₹ 1,500 Cr. at the Group level to drive future growth.”

GAUTAM HARI SINGHANIA

(Chairman & Managing Director)

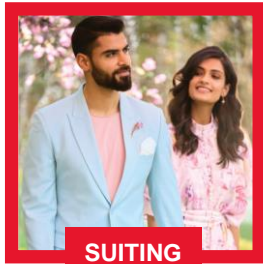


Company
OVERVIEW



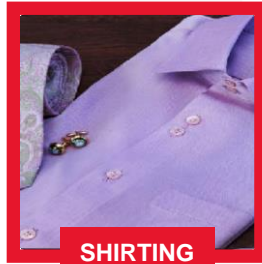
98+ Year Old Diversified Group

With strong presence across sectors



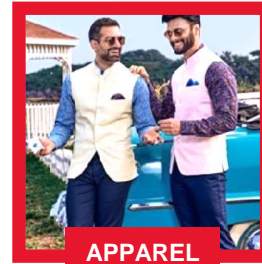
SUITING

~65% market share
in worsted suiting



SHIRTING

Largest branded player
in shirting fabrics



APPAREL

Amongst top 3
menswear players



RETAIL PRESENCE

Presence in 600+
cities with 1400+ Stores



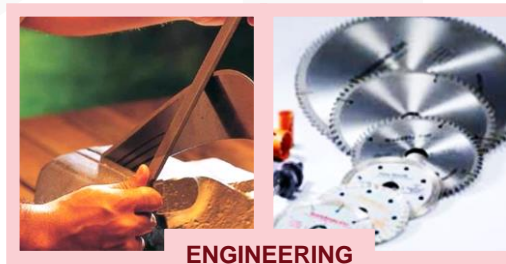
GARMENTING

Largest exporter of men's
suits, jackets & Denim



REAL ESTATE

Market leadership in
Thane micro market



ENGINEERING

**#1 brand in
steel files**

**#1 in ring gears in
domestic PV & CV
auto markets**



DENIM

Leading Mfg. of
International Brands

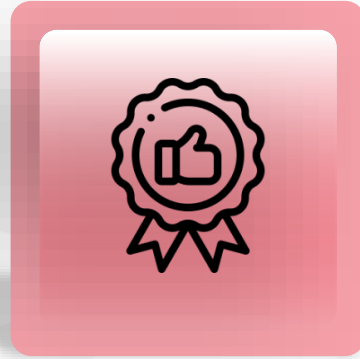
...Amongst the Top 3 Players in Businesses We Operate

Group Values



TRUST

- One of India's most trusted textile & apparel brands with near 100% awareness
- Strong relationships with stakeholders over last 9 decades



QUALITY

- Recognized for its innovation and high-quality product offerings
- Loyal consumer base spanning domestic and international markets



EXCELLENCE

- Leadership in different product categories
- Crafting world-class offerings and delivering a delightful service experience

Raymond Group Led by



GAUTAM HARI SINGHANIA

Chairman & Managing Director
Raymond Ltd.



ATUL SINGH

Executive Vice Chairman (Designate)
Ex – Coca Cola, Colgate - Palmolive



S.L. POKHARNA

Director
Raymond Ltd.



RAVI UPPAL

Non-Executive Chairman
JK Files & Engineering Ltd & RPAL
Ex – L&T, JSW
Currently – CMD of Steel Infra
Solutions P. Ltd

Raymond Management Team



ATUL SINGH
Executive Vice Chairman
(Designate)
Ex – Coca Cola,
Colgate -Palmolive



S.L. POKHARNA
Director
Raymond Ltd.



AMIT AGARWAL
Group CFO
Ex- JSW , Jet Airways,
Essar Group



K.A. NARAYAN
President – HR
Ex- Wockhardt



JATIN KHANNA
Head – Corporate
Development
Ex- Max Financial Services



SUNIL KATARIA
CEO-Lifestyle
Ex- Godrej Consumer
Products.



HARMOHAN SAHNI
CEO-Reality
Ex- ECL Finance
Corp Developers



BALASUBRAMANIAN V
Managing Director
JK Files &
Engineering Ltd.
Ex- Eaton Industrial,
Bosch Chassis



HEMANT LAKHOTIA
CEO – Tools & Hardware
Ex- Schneider Electric,
Crompton Greaves



ARVIND MATHUR
CEO-Denim
Ex- Coats Plc

Manufacturing Excellence

Fabric & Garmenting



SUITING

Mfg. World's Finest Fabric
250s – Worsted Suiting



SHIRTING

Mfg. World's Finest Fabric
340s – Cotton Fabric
150 Lea Linen Fabric



DENIM

Mfg. of High Quality Denim
Fabrics & Garments to Top
Global & Indian Brands



GARMENTING

**End-to-End
Integrated Garment Mfg.**
of High Value Menswear Clothing

~120 mn meters of fabric & ~11+mn garmenting capacity p.a.

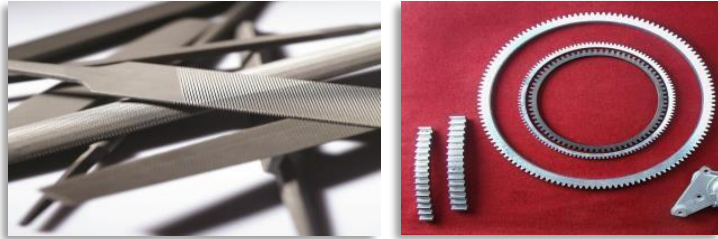
PLANTS STRATEGICALLY LOCATED

Cotton
Rich Belts

Weaving
Clusters

Skilled
Workforce

ENGINEERING



- **#2 Global supplier of Steel Files**
- **One of the leading global players in Ring Gears**
 - End to end manufacturing solutions provider for files & drills
 - Sole manufacturer of Flex Plates in India

AGGREGATE CAPACITY

- Files – **7.4 Mn dozens**
- Drills – **21.6 Mn units**
- Ring Gears – **9.2 Mn units**
- Flex plates – **0.6 Mn units**
- Bearings – **5.7 Mn units**

REAL ESTATE



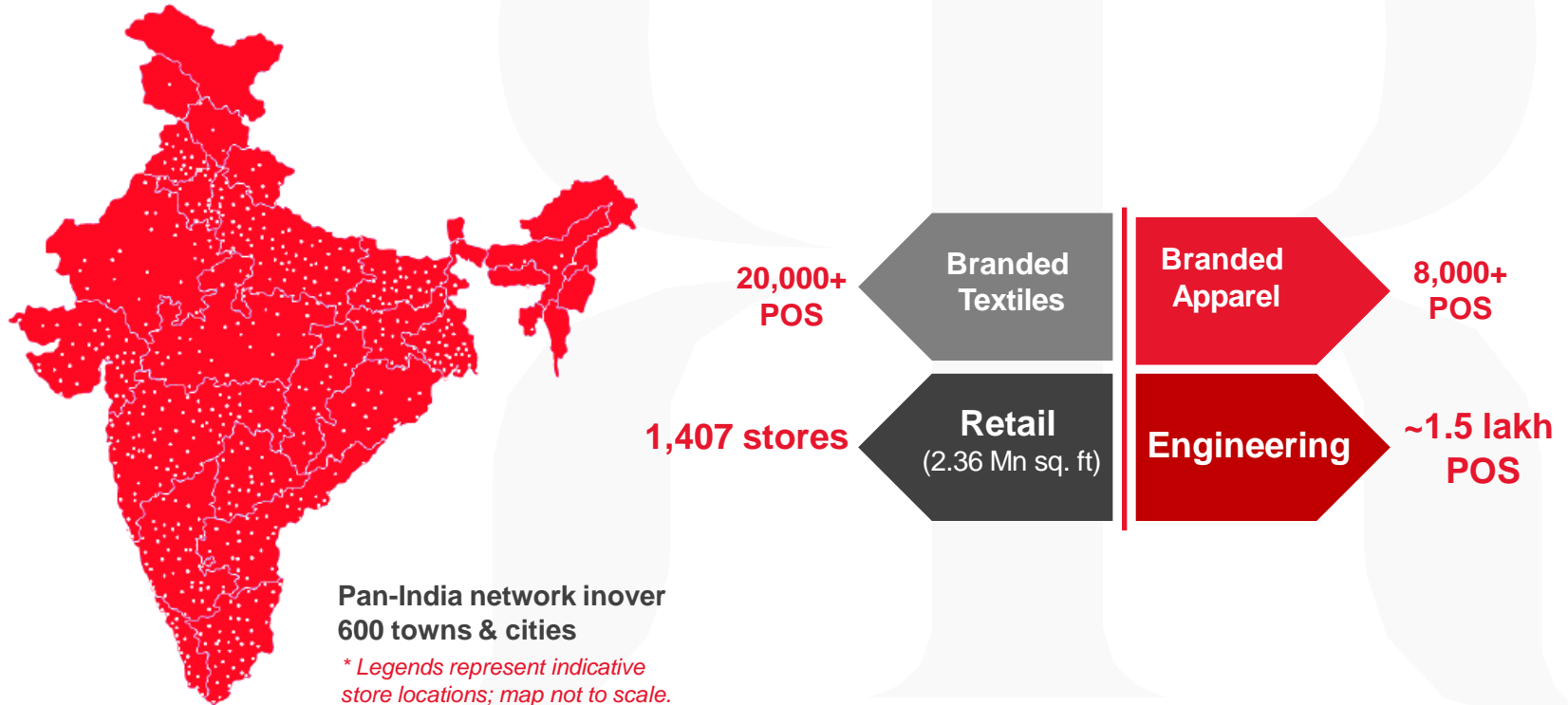
- **Fast paced construction activity**
- **Acceptance of design**

TOTAL UNITS PLANNED

- Ten X Habitat: **3,103 units**
- The Address by GS: **549 units**
- TenX ERA : **905 units**
- The Address by GS 2.0 : **440 units**
- Invictus: **102 units**

Domestic Presence

One of the largest asset-light distribution network in multiple businesses



Our Brands

Home grown portfolio of renowned brands with high recall value



BRANDED TEXTILE



SINCE 1925



BRANDED APPAREL



REAL ESTATE



ENGINEERING





Presence in Africa & Asia through multiple sub- brands

International Presence

Global Footprint in 90+ Countries through diversified businesses

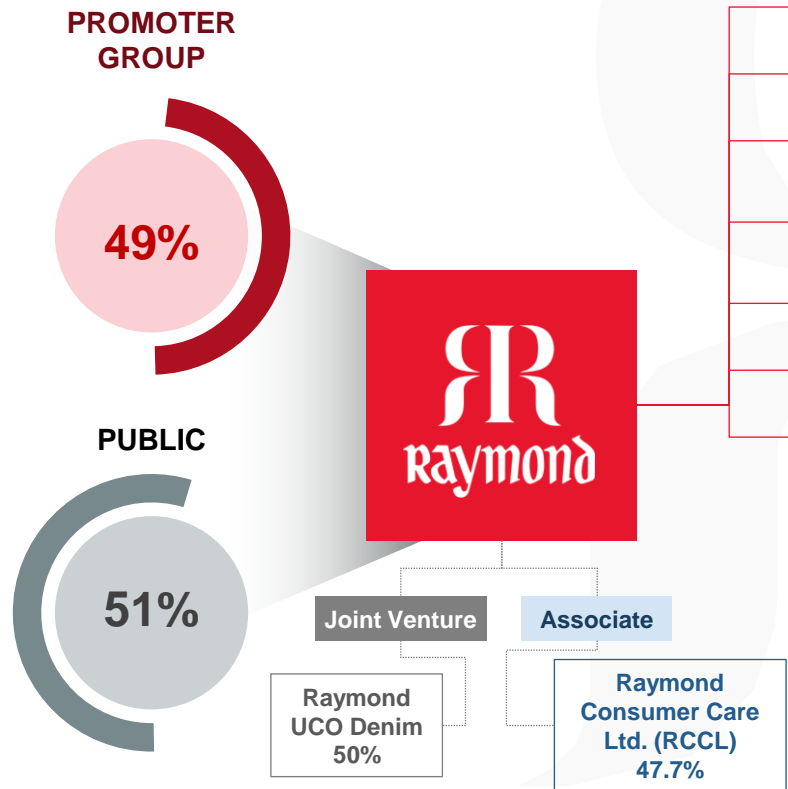


 Overseas Store Location

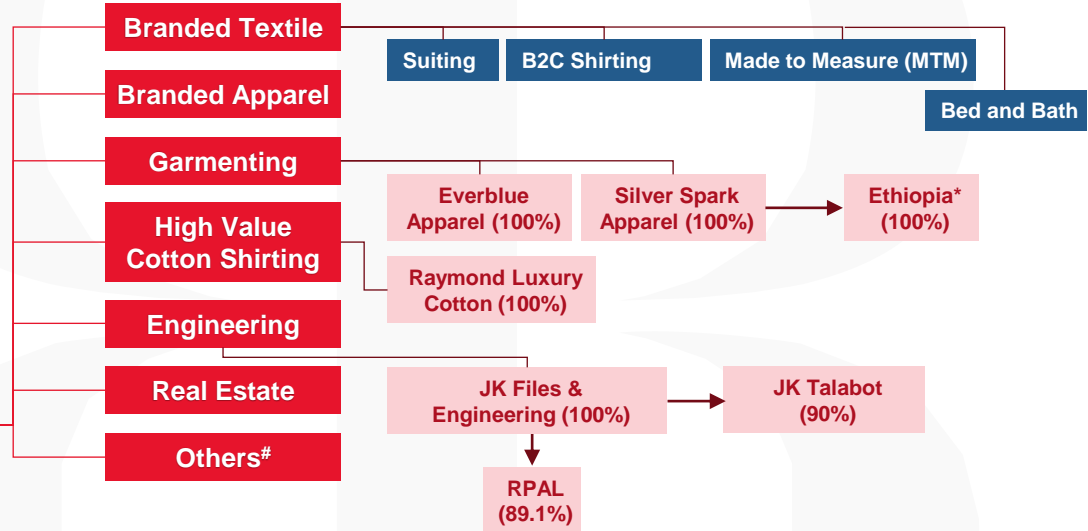
 Manufacturing Location

*Legends represent indicative store locations; map not to scale

Raymond Group at a Glance



SEGMENTS



(1) Raymond Shareholding pattern and Group Structure as of 30th June 2023

(2) Legend: ■ Division ■ Associate ■ Subsidiary ■ Business Segment ■ Joint Venture

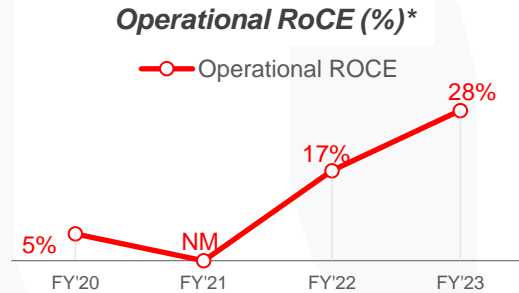
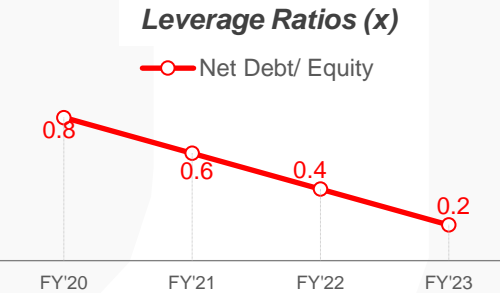
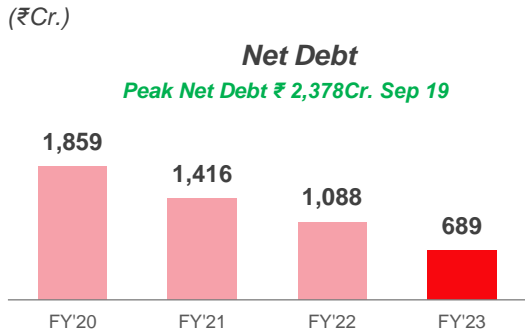
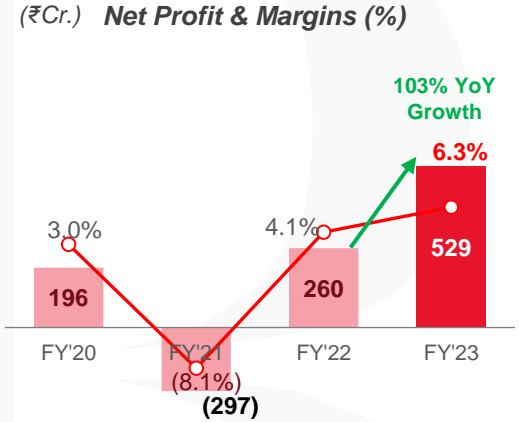
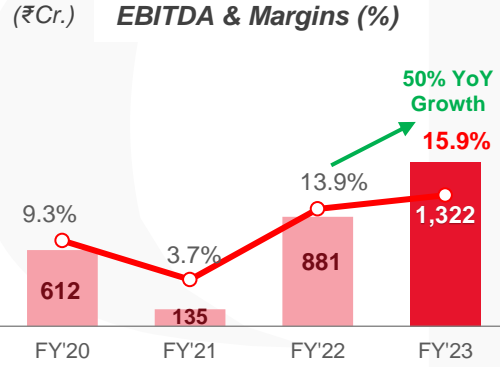
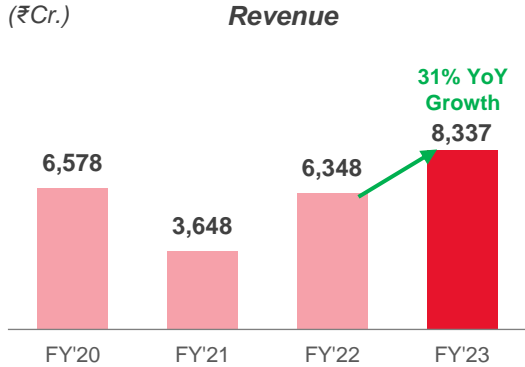
* Silver Spark Apparel Ethiopia Plc | # Includes Non-Scheduled Airline operations

Note: The structure includes key companies & operating businesses only

Annual FINANCIAL PERFORMANCE

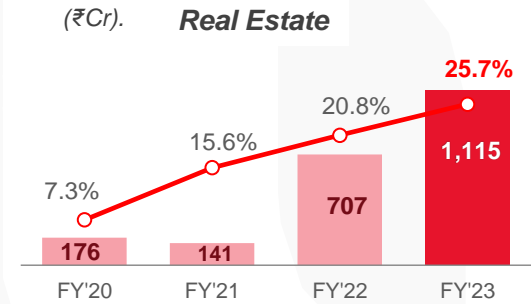
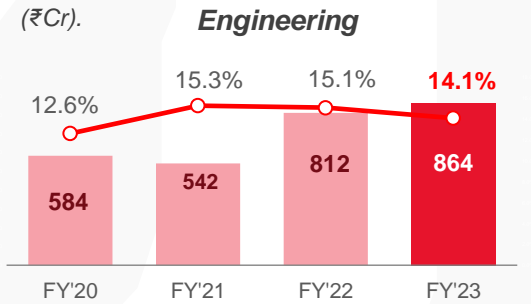
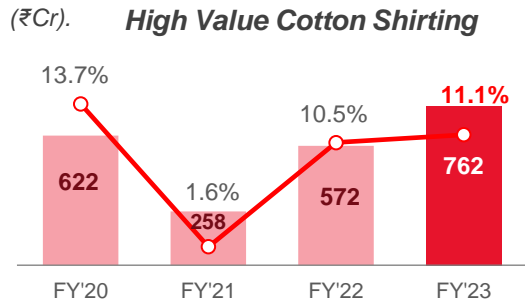
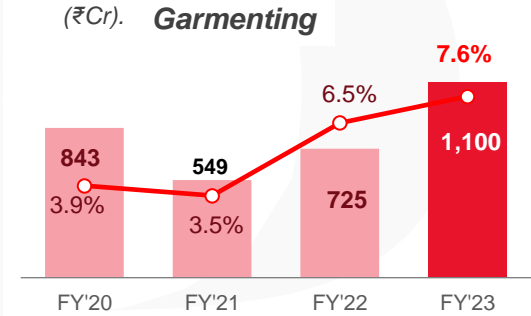
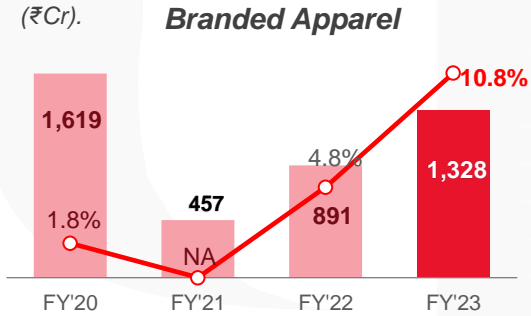
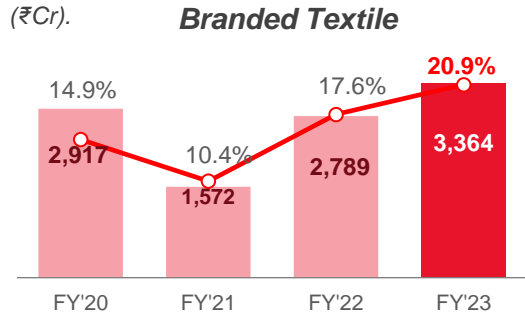


Strong Annual Performance Across Parameters



*Operational ROCE: Capital Employed excluding C&CE and EBIT excluding related income.

Segmental Sales & EBITDA Margin (%)





THANK YOU