



SECRETARIAL DEPARTMENT

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RL/SE/24-25/114

August 14, 2024

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 are submitting herewith presentation to be presented at Investor conference(s) to be attended by the Company.

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

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Ratnagiri - 415 612, Maharashtra
Tel: (02352) 232514
Fax: (02352) 232513



RAYMOND LIMITED

Q1'FY25 RESULT PRESENTATION

30th June 2024

Note that:

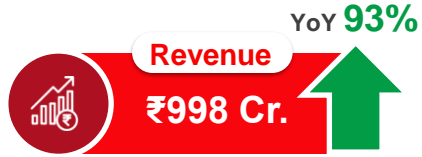
Raymond has completed the demerger of its lifestyle business on June 30, 2024. The numbers and details included in the presentation pertain to Raymond Limited, which now encompasses the Real Estate and Engineering business. Information related to the lifestyle business is covered in the annexure of this presentation

Raymond Delivers Strong Quarterly Performance

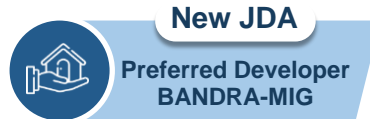
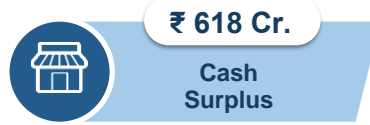
in Real Estate & Engineering Business



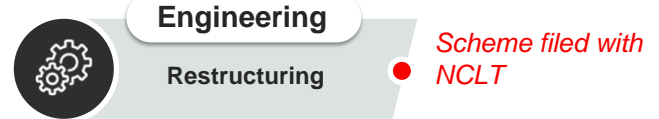
QUARTERLY PERFORMANCE*



QUARTERLY OPERATING HIGHLIGHTS



RECENT DEVELOPMENTS



* Including Maini Precision Product Limited.

Ensuring Net Debt-Free Position

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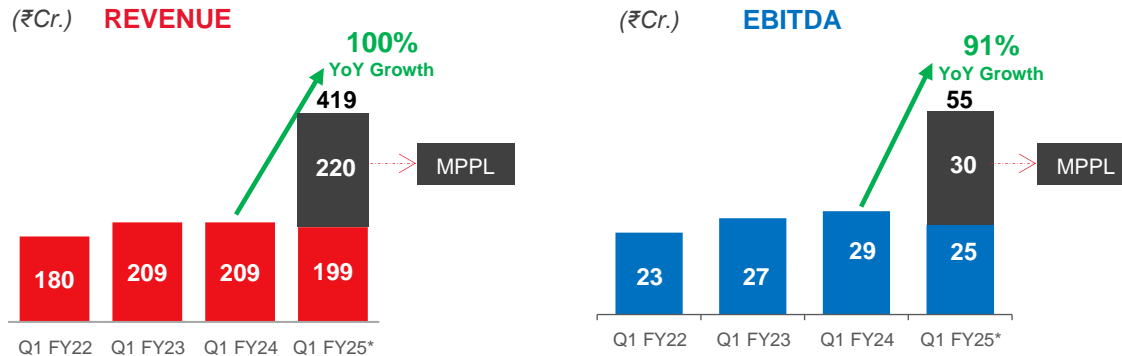
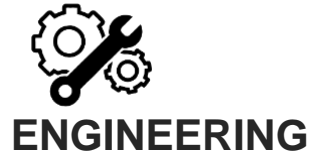
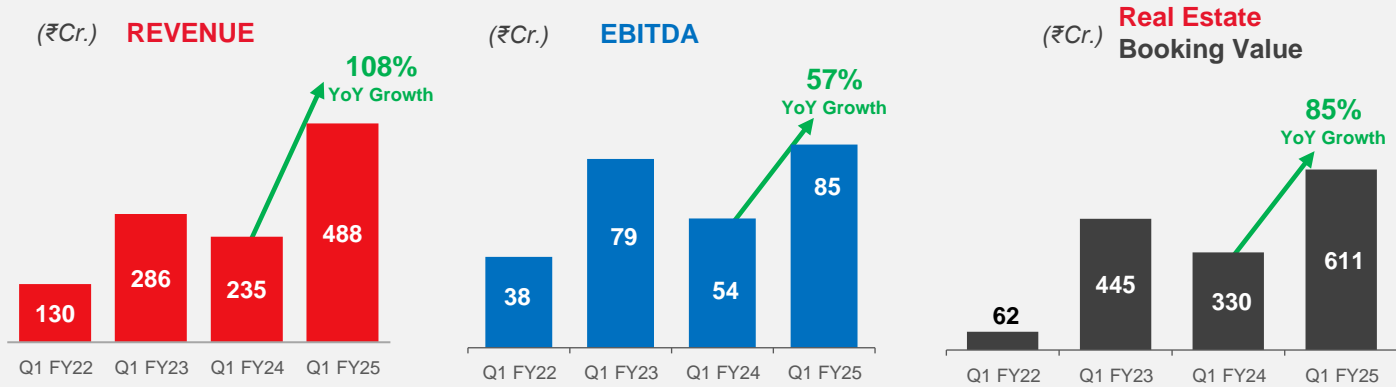
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Q1FY25
HIGHLIGHTS



Q1FY25 — Continued Momentum for Profitable Growth

With record Revenue and EBITDA performance



* Including Maini Precision Product Limited.

Consolidated Results

Q1FY25

Particulars (₹ Cr.)	Q1FY25	Q4FY24	Q1FY24	YoY
Net Revenue	998	994	517	93.2%
Opex	836	753	428	
EBITDA	162	240	89	81.6%
EBITDA Margin %	16.2%	24.2%	17.3%	
<i>Depreciation</i>	39	25	16	
<i>Interest Expense</i>	31	19	8	
PBT before exceptions	92	197	66	40.1%
<i>PBT margin %</i>	9.2%	19.8%	12.7%	
Exceptional Items	0	(11)	(0)	
Taxes	(22)	(50)	(17)	
Associate / JV / Minority	(13)	(19)	(4)	
Net Profit from Continuing Operations	57	117	45	26.7%
Net Profit from Discontinued Operations (Demerged Lifestyle Business)	7,310	113	1,022	
Total Net Profit for the period (Continuing + Discontinued Operations)	7,367	230	1,067	

Note: As the acquisition of MPPL was completed on 28th March 24 the above table Q4FY24 and Q1FY24 excludes MPPL business

Q1FY25 — Raymond Limited

Segment Results



Particulars (₹ Cr.)	REVENUE			EBITDA			EBITDA %	
	Q1 FY25	Q1 FY24	YoY (%)	Q1 FY25	Q1 FY24	YoY (%)	Q1 FY25	Q1 FY24
Real Estate	488	235	108%	85	54	57%	17.5%	23.2%
Engineering*	419	209	100%	55	29	91%	13.2%	13.8%
Others #	91	73		21	6			
Raymond Consolidated	998	517	93%	162	89	82%	16.2%	17.3%

* Engineering business includes JK Files & Engineering Ltd, JK Talabot Ltd., Ring Plus Aqua Ltd (RPAL) and MPPL

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

Raymond Transformative Actions

Strategic initiatives to enhance shareholder value

COMPLETED DEMERGER OF LIFESTYLE BUSINESS

- Completed the demerger on 30th June 2024
- Allotment of RLL shares completed.
- RLL filed documents for listing including information memorandum with exchange.
- Raymond Lifestyle Limited (RLL) listing is expected in Q2'FY25.

INITIATED DEMERGER OF REAL ESTATE BUSINESS

- Board Approved demerger of Real Estate business on 4th July 2024 into its wholly Owned Subsidiary - Raymond Realty Limited (RRL).
- RRL seeks automatic listing and will be a pure play net debt free Real Estate Entity.
- Each Raymond Ltd (RL) shareholder to get 1 share of RRL for every 1 share held in Raymond Ltd.
- Scheme filed with Stock Exchange.

RESTRUCTURING OF ENGINEERING BUSINESS

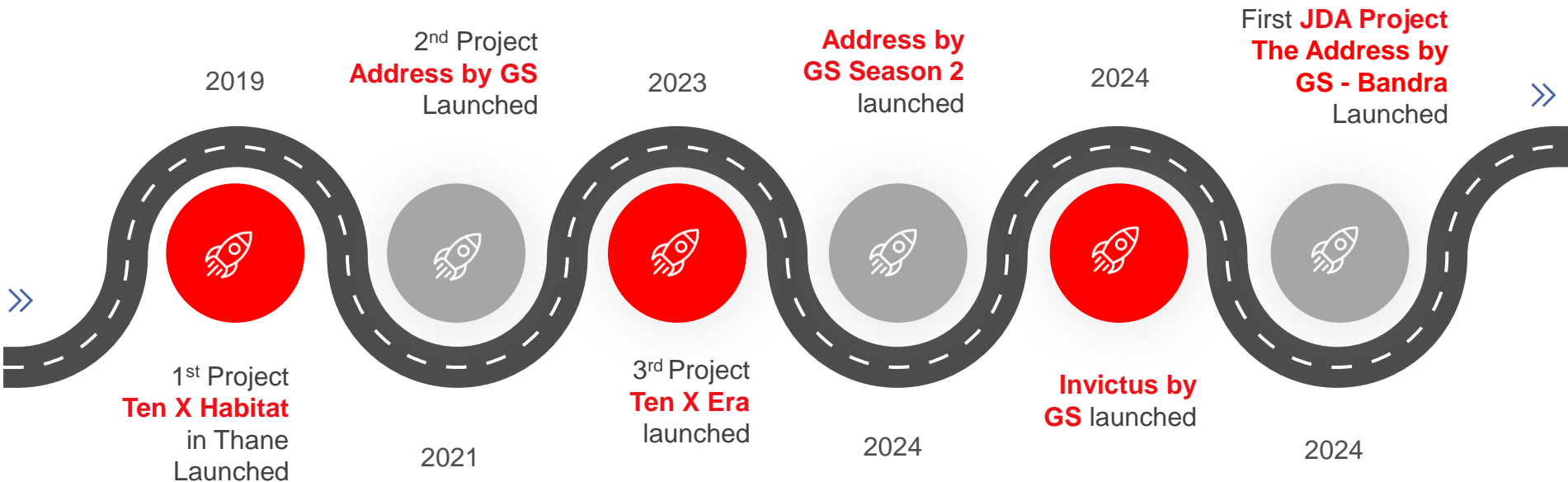
- Through a composite scheme of arrangement, 2 new subsidiaries will be created:
 - One will focus on Aerospace and Defense.
 - Other would cater to the Auto component and Engineering consumable sector.
- Scheme filed with NCLT.

Corporate actions align with our vision to simplify group structure and to create pure play, net debt-free listed entities.



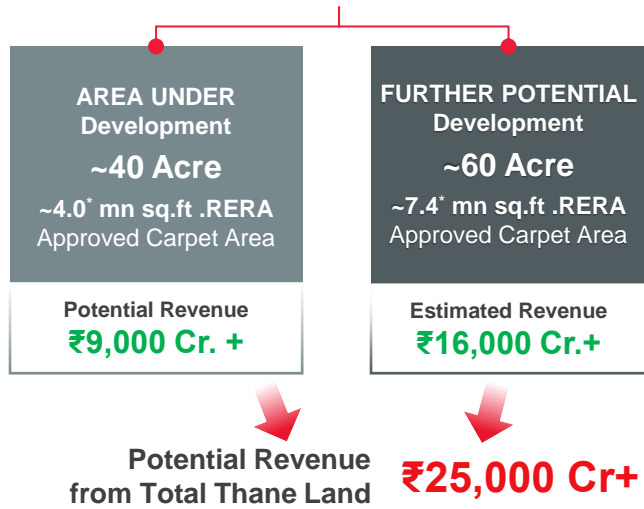
raymond | REALTY
Go Beyond

Raymond Realty Journey So Far



Shape & Size of the Current Portfolio

OWN LAND (~100 Acre)



JDA LED BUSINESS MODEL Asset Light Expansion ₹7,000 Cr.+



Additional JDA Project's are Under Evaluation

Total Potential from Current Real Estate Business **₹32,000 Cr+**

Current Projects: Ten X Habitat, The Address By GS, Ten X Era, The Address By GS 2 , Invictus by GS and JDA project in Bandra
 * Status as of 30th June 2024, 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.

Brand Portfolio:

Creating product brands in a commoditized industry



Raymond | REALTY *Go Beyond*

ASPIRATIONAL SEGMENT



PREMIUM SEGMENT



LUXURY SEGMENT



Existing Projects Booking Update

(as on 30th June 2024)



10 towers with
RERA carpet area
~1.7 Mn sq.ft.

Total Units Planned:
3,103
(2BHK: 2,463; 1BHK: 640)

Particulars	FY24	Q1FY25	Project Till Date
No of Bookings	359	67	2,877
RERA Carpet Area*	0.21	0.04	1.57
Value of Bookings (Cr.)	425	84	3,100 ^{&}
Customer Collections (Cr.)	719	145	2,857
Revenue Recognised (Cr.)	801	118	2,740

%
UNIT SOLD

~93%



THE ADDRESS
BY
GS

02 towers with
RERA carpet area
~0.7 Mn sq.ft

Total Units Planned:
551
(4BHK: 188; 3BHK: 320,
5BHK & above: 43)

Particulars	FY24	Q1FY25	Project Till Date
No of Bookings	70	9	513
RERA Carpet Area*	0.08	0.01	0.63
Value of Bookings (Cr.)	194	25	1,362
Customer Collections (Cr.)	450	106	971
Revenue Recognised (Cr.)	354	96	805

%
UNIT SOLD

~93%



Tower 3 launched
in Dec-23

03 towers with
RERA carpet area
~0.6 Mn sq.ft

Total Units Planned:
905
(3BHK: 301; 2BHK: 604)

Particulars	FY24	Q1FY25	Project Till Date
No of Bookings	243	75	459
RERA Carpet Area*	0.18	0.05	0.33
Value of Bookings (Cr.)	366	109	679
Customer Collections (Cr.)	164	47	222
Revenue Recognised (Cr.)	149	57	206

%
UNIT SOLD

~51%

Existing Projects Booking Update

(as on 30th June 2024)



THE ADDRESS
BY
GS

— SEASON 2 —

Launched in July-23;
Tower 2 launched
in Dec-23

3 Towers with
RERA Carpet Area
~0.7 Mn sq.ft.

Total Units Planned:
584

5BHK & above: 26,
4BHK: 240; 3BHK: 318)

Particulars	FY24	Q1FY25	Project Till Date
No of Bookings	228	66	294
RERA Carpet Area*	0.26	0.08	0.34
Value of Bookings (Cr.)	575	182	757
Customer Collections (Cr.)	109	37	145
Revenue Recognised (Cr.)	90	42	133

%
UNIT SOLD
LAUNCHED UNITS

~67%

INVICTUS
MONOGRAM RESIDENCES

BY



Launched in Aug-23

1 tower with
RERA carpet area
~0.2 Mn sq.ft

Total Units Planned:
102

(4.5BHK: 102)

Particulars	FY24	Q1FY25	Project Till Date
No of Bookings	41	7	48
RERA Carpet Area*	0.09	0.02	0.11
Value of Bookings (Cr.)	221	38	259
Customer Collections (Cr.)	39	33	72
Revenue Recognised (Cr.)	35	20	55

%
UNIT SOLD

~47%

Existing Projects Booking Update

(as on 30th June 2024)



THE ADDRESS
BY
GS

Queens Court
Launched in Feb-24;
Tower 3 and 4 launched
in Q1FY25;

8 Towers with RERA Carpet Area ~0.7 Mn sq.ft.
Total Units Planned: 782 (1BHK: 2; 2BHK: 497; 3BHK: 215; 4BHK & above: 68)

Particulars	FY24	Q1FY25	Project Till Date
No of Bookings	96	55	151
RERA Carpet Area*	0.08	0.05	0.13
Value of Bookings (Cr.)	298	171	468
Customer Collections (Cr.)	13	26	39
Revenue Recognised (Cr.)	-	128	128

**%
UNIT SOLD
LAUNCHED UNITS**

~43%



TENX
vibes

Retail Shops in
TenX Project

RERA carpet area ~0.025 Mn sq.ft
Total Units Planned: 104

Particulars	Project Till Date
No of Bookings	90
RERA Carpet Area*	0.02
Value of Bookings (Cr.)	122
Customer Collections (Cr.)	102
Revenue Recognised (Cr.)	120

**%
UNIT SOLD
LAUNCHED UNITS**

~87%

Ten X Habitat

Three towers delivered 2 years ahead of RERA Timeline



Towers 1, 2, 3, 4 & 5



Central Amenities



Reference Image

Towers 10, 9, 8, 7 & 6



Building Elevation



Reference Image

The Address By GS

Construction in Full Swing

Building Elevation



Reference Image
(Tower A & Tower B)



Tower (A)

45th Floor
Slab Completed



Tower (B)

37th Floor
Slab Completed

Ten X ERA

Launched 3rd Tower in Dec-23

Building Elevation



Reference Image



Tower (B)

1st floor level work in progress



Tower (C)

4th floor slab in progress



Tower (A)

Podium-1 level work in progress



The Address by GS Season 2

Launched in Q2FY24

Building Elevation



Reference Image
(Tower C & Tower D)



Tower (C)
Ground floor slab
work in progress



Tower (D)
Foundation
work in progress



Invictus by GS

Launched in Q2FY24

Building Elevation



Reference Image

Ground floor slab completed



INVICTUS

MONOGRAM RESIDENCES

BY



New Launch: Launched First JDA Project in Bandra

Launched in Q4FY24:

Building Elevation


THE ADDRESS
BY
GS
Queens Court



Reference Image



Sale –

Towers A, B & C –
Excavation
work in progress

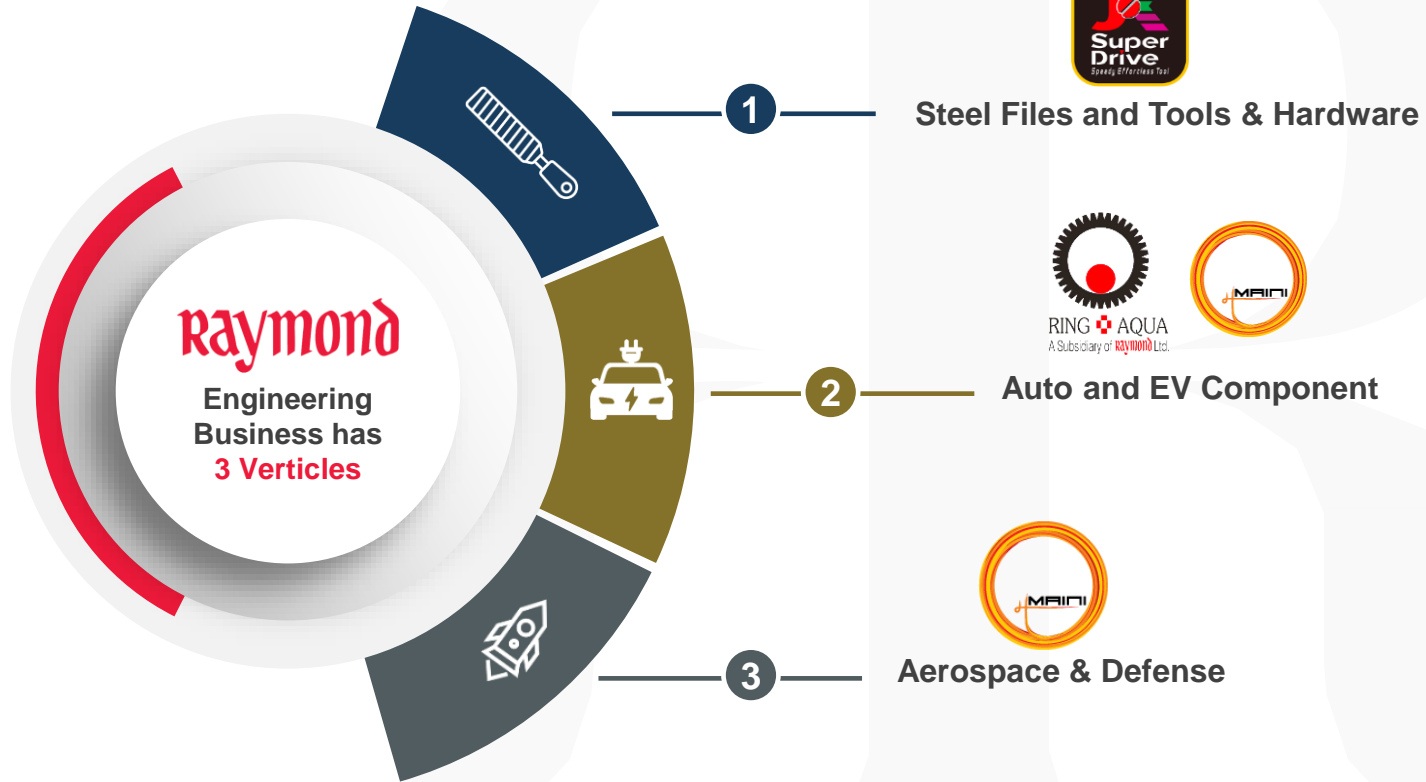
Particulars (₹Cr.)	Q1 FY25	Q1 FY24	% Var.
Net Sales	488	235	108%
EBITDA	85	54	57%
<i>EBITDA margin</i>	17.5%	23.2%	

- **Strong booking momentum maintained during the quarter:**
 - With the booking value of ₹ 611 Cr in Q1FY25 vs ₹ 330 Cr in Q1FY24
 - Numbers of unit sold was 285 units in Q1FY25 vs 215 units in Q1FY24
- **EBITDA margin:** EBITDA margin was lower at 17.5% as compared to same quarter last year due to marketing and initial launch cost of new projects.

Engineering
BUSINESS



Raymond Engineering Business



One of India's Largest Supplier of High Precision, Mission-Critical Components to Global Aerospace & Defense OEMs



Particulars (₹Cr.)	Q1 FY25	Q1 FY24	% Var.
Net Sales	419	209	100%
EBITDA	55	29	91%
<i>EBITDA margin</i>	13.2%	13.8%	

1. The segment witnessed a growth of 100% in Q1F25 vs PY:

- Performance includes MPPL business, Acquisition completed in March 24.
- Current engineering business was supported by demand
 - **Domestic markets:** In Flex plates & Shaft Bearings categories
 - **Export markets:** In Flex plates and Shield Ring categories
- However, Engineering consumable topline impacted in files, drills and tools categories due to sluggish exports market.

2. EBITDA margin marginally lower due to change in product mix

Current Status & OUTLOOK



1 REAL-ESTATE BUSINESS



- Residential real estate continues to demonstrate sustained demand
- Future expansion through a capital-light business model (via JDA)
- Targeting 20-25% growth in booking value
- Additional JDA projects under evaluation

2 BUILD A SCALABLE ENGINEERING BUSINESS



- Drive strong growth from sunrise sectors of Aerospace, Defense and EV Components Businesses
- Aerospace business post the acquisition of MPPL is showing the promising signs

Raymond group to Remain Net Cash Surplus

Chairman & Managing Director on Q1FY25 performance

“

We are satisfied with our business performance in Q1 FY25, which underscores the strength and resilience of our business strategy. Our Real Estate business continues to expand its portfolio through the JDA route and we have been appointed as preferred developer in our fourth project outside thane land in Bandra MIG. Additionally, our foray into the Aerospace business, following the acquisition of MPPL, is showing promising signs with its strong performance in the first quarter. During the quarter we have successfully demerged Lifestyle business into a separate company that will be listed in Q2FY25.”

GAUTAM HARI SINGHANIA

(Chairman & Managing Director)



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MANAGEMENT

Raymond Group Led by



GAUTAM HARI SINGHANIA
Chairman & Managing Director
Raymond Ltd.



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



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



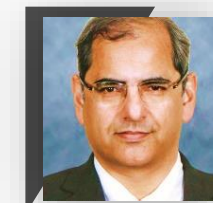
SUNIL KATARIA
CEO-Lifestyle
Ex- Godrej Consumer
Products.



HARMOHAN SAHNI
CEO-Realty
Ex- ECL Finance
Gcorp Developers



GAUTAM MAINI
CEO-Engineering



ARVIND MATHUR
CEO-Denim
Ex- Coats Plc



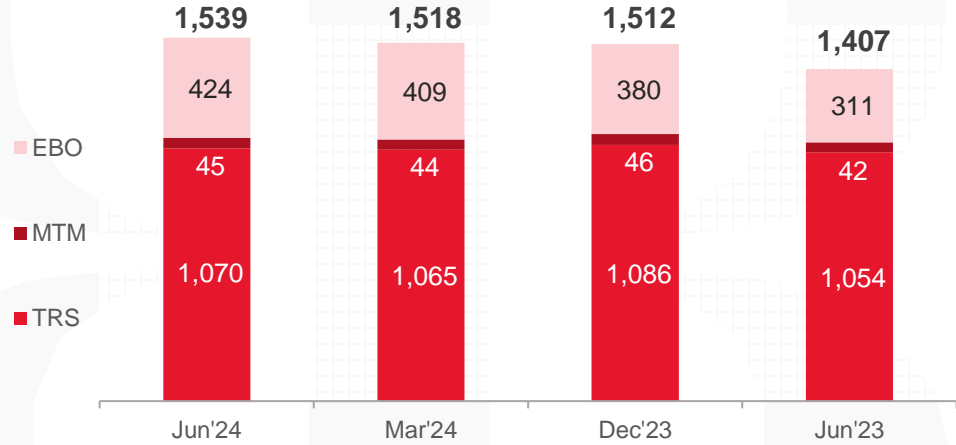
RAYMOND
LIFESTYLE LTD.

Q1FY25 — Raymond Lifestyle Ltd - Business Results

Post IndAS 116		Revenue			EBITDA		EBITDA %	
Particulars (₹ Cr.)		Q1 FY25	Q1 FY24	YoY (%)	Q1 FY25	Q1 FY24	Q1 FY25	Q1 FY24
Branded Textile	B2C	565	688	(18%)	56	118	9.8%	17.2%
Branded Apparel		303	304	0%	15	20	4.8%	6.4%
Garmenting	B2B	252	239	5%	9	24	3.5%	9.8%
High Value Cotton Shirting		186	192	(3%)	10	19	5.6%	10.1%
Others		(57)	(69)		(3)	(2)		
Total Raymond Lifestyle		1,249	1,354	(8%)	87	180	7.0%	13.3%

During the quarter, Lifestyle business was impacted due to subdued consumer demand, prolonged heat waves, general elections, fewer wedding dates, and inflation, which impacted overall revenue performance and margins.

Strategic Retail Network Expansion



- Strategic expansion of our retail footprint.
- Plans to add 200+ stores with the asset-light franchise model in next 18 months.

Disclaimer

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THANK YOU