



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/24-25/79

July 4, 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 enclose herewith Investor Presentation on proposed Demerger of Real Estate Business.

The meeting of the Board of Directors commenced at 04:30 p.m. and concluded at 4:50 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 GROUP

Corporate Initiative

Demerger of Real Estate Business

Raymond Group Initiates Demerger of Real Estate Business

DEMERGES Real Estate Business

- **Demerge Real Estate Business into its wholly Owned Subsidiary** - Raymond Realty Limited (RRL) and seek automatic listing of RRL
- RRL to be a pure play **Listed Real Estate Entity**
- Raymond Ltd (RL) to be a company with investments in **Engineering business & Denim JV**

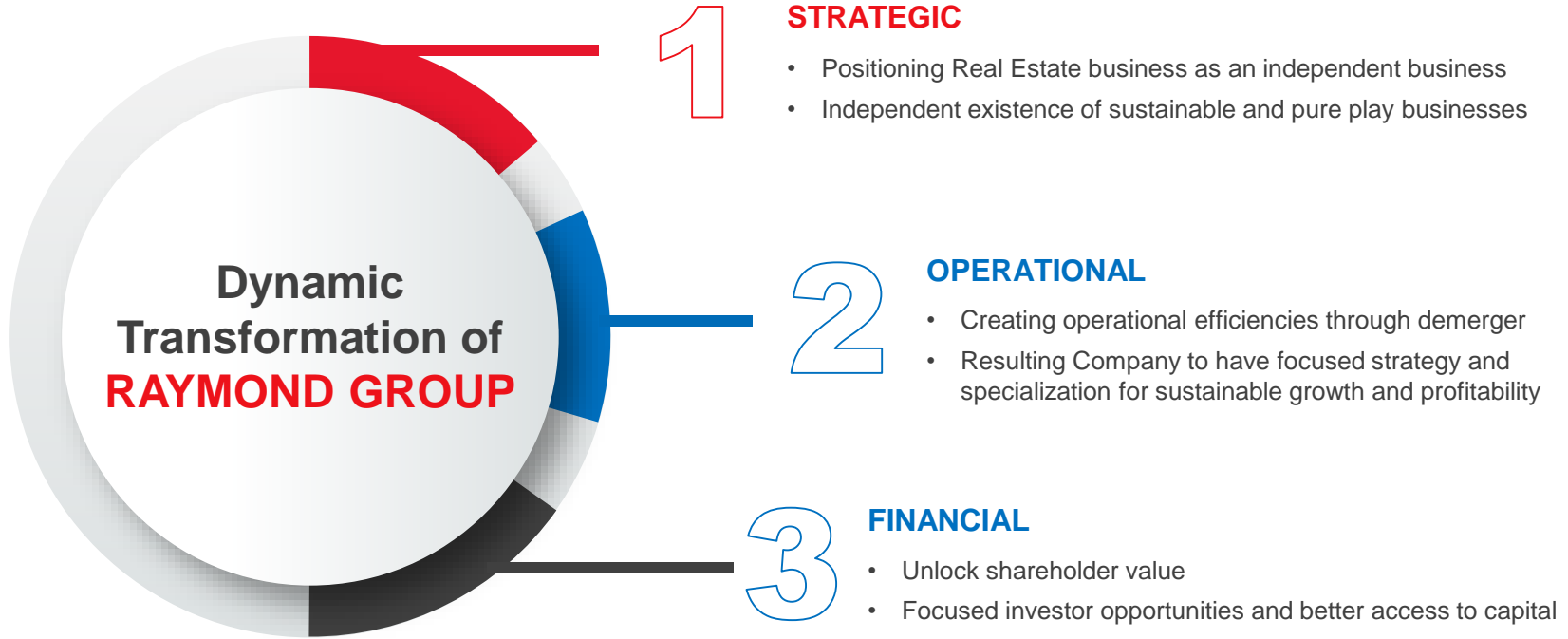
FOCUSED Listed Entities

- Raymond Ltd, RRL and RLL to be **separate listed entities** of the group
- Each Raymond Ltd (RL) **shareholder to get 1 share of RRL** for every **1 share held in RL.**

STEPS TOWARDS SHAREHOLDER VALUE CREATION

- *Raymond Real Estate Business has achieved scale & size and in FY24 reported Revenue of INR 1,593 Cr. (43% YoY Growth) and EBITDA at and INR 370 Cr. and is well poised to chart its own growth path as a separate entity.*
- Simplification of the group structure to enhance value through operational and structural benefits whilst continuing to leverage Raymond's institutional strength and brand equity.
- Independent, dedicated management with requisite skillset teams will sharpen business focus basis industry specific dynamics and investment strategies.





Snapshot of Demerged Businesses



RAYMOND GROUP

3 Distinct Vectors of Growth

RLL

To be a listed Lifestyle Company

1 Lifestyle

₹7,000 Cr+.
Aggregate Sales in FY24

- Branded Textile
- Branded Apparel
- Garmenting
- High Value Cotton Shirting



RRL

To be a listed Real Estate Company

2 Real Estate

~₹1,600 Cr.
Sales in FY24

- Thane land Development
 - ₹25,000 Cr+ Revenue Potential
- JDA in MMR Region:
 - 4 Joint Development Projects
 - ₹7,000 Cr+ Revenue Potential



Raymond Ltd.

(Existing Listed Company)

3 Engineering Business*

~₹1,800 Cr.
Proforma Revenue in FY24

Company 1

JK Files, Auto
RPAL, and MPPL
Auto Business

Company 2

Aerospace and
Defense Business



Chairman & Managing Director Message



“

Having stated that now we have clear three vectors of growth at Raymond group i.e. Lifestyle, Real Estate and Engineering, this corporate action is in line with creating shareholder value creation. This strategy to demerge the Real Estate business into a separate company that will be listed through automatic route is another step to enhance the shareholder value. The existing shareholders of Raymond Limited will get the shares in the new listed Real Estate company in a ratio of 1:1. ”

Gautam Hari Singhania

(Chairman & Managing Director)



Raymond

REALTY

Go Beyond

Raymond Realty Business at a Glance



Amongst
Top 5 Developers
in MMR



Portfolio in
**Aspirational to
Premium Segment**



**Strong
Promoter
Commitment**



**Strong
Leadership
Team**



₹32,000 Cr+
Total Revenue
Potential from
Current Projects



100 Acre
landbank owned
by the company



~11.4* msf
RERA Approved
Carpet Area



4 JDA Signed
Asset light
Model



Delivered 3 Towers
**2 Years Ahead of
RERA Timeline**



4000+ Number
of Bookings



₹6,000 Cr.+
Value of Bookings

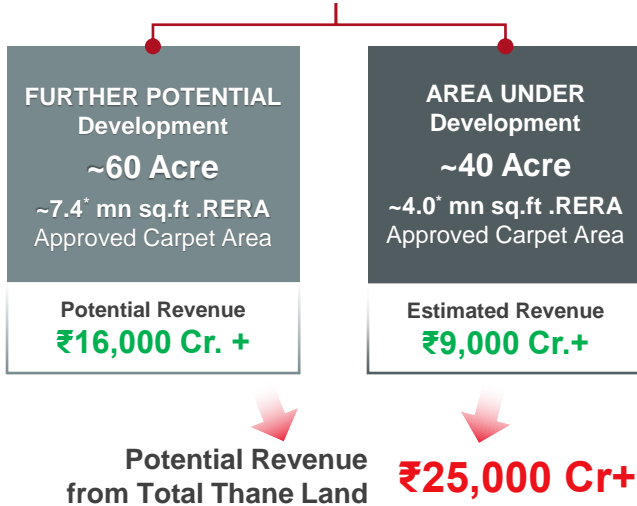


₹4,100 Cr.+
Customer
Collections

* On Thane Land

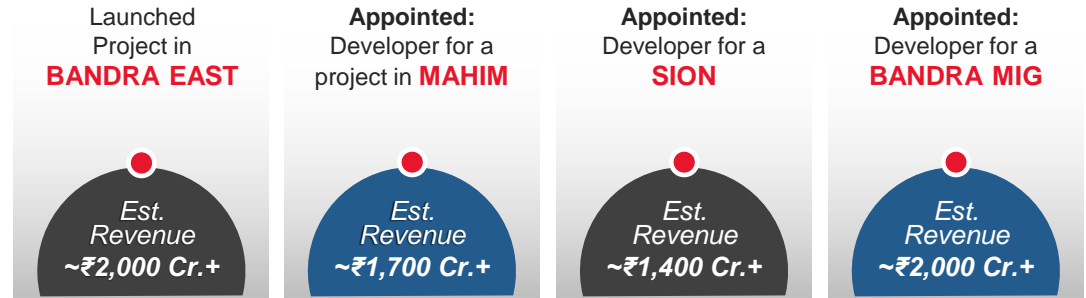
Development of Own Land & JDA led business model

THANE 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 31st Mar 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

Existing Projects Booking Update

(as on 31st March 2024)



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

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

Particulars	FY'23	Q4 FY'24	FY'24	Project Till Date
No of Bookings	542	72	359	2,810
RERA Carpet Area*	0.31	0.04	0.21	1.53
Value of Bookings (Cr.)	663	86	425	2,974
Customer Collections (Cr.)	897	314	719	2,712

%
UNIT SOLD

~91%



THE ADDRESS
BY
GS

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

Total Units Planned:
551
(4BHK: 188; 3BHK: 318,
5BHK & above: 45)

Particulars	FY'23	Q4 FY'24	FY'24	Project Till Date
No of Bookings	255	7	70	504
RERA Carpet Area*	0.34	0.01	0.08	0.62
Value of Bookings (Cr.)	742	24	194	1,336
Customer Collections (Cr.)	374	98	450	865

%
UNIT SOLD

~92%



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	FY'23	Q4 FY'24	FY'24	Project Till Date
No of Bookings	141	44	243	384
RERA Carpet Area*	0.10	0.03	0.18	0.28
Value of Bookings (Cr.)	204	68	366	570
Customer Collections (Cr.)	11	81	164	175

%
UNIT SOLD

~42%

Existing Projects Booking Update

(as on 31st March 2024)

THE ADDRESS
GS
— SEASON 2 —
Launched in July-23;
Tower 2 launched
in Dec-23

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

Total Units Planned:
440
5BHK & above: 20,
4BHK: 160; 3BHK: 260

Particulars	Q4 FY'24	Project Till Date
No of Bookings	58	228
RERA Carpet Area*	0.07	0.26
Value of Bookings (Cr.)	149	575
Customer Collections (Cr.)	38	109

%
UNIT SOLD
LAUNCHED UNITS

~52%

INVICTUS
MONOGRAM RESIDENCES
— BY —
GS
Launched in Aug-23

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

Total Units Planned:
102
(4.5BHK: 102)

Particulars	Q4 FY'24	Project Till Date
No of Bookings	8	41
RERA Carpet Area*	0.02	0.09
Value of Bookings (Cr.)	45	221
Customer Collections (Cr.)	19	39

%
UNIT SOLD
LAUNCHED UNITS

~40%

Existing Projects Booking Update

(as on 31st March 2024)



THE ADDRESS
BY
GS

Queens Court

Launched in Feb-24;
Tower 2 launched
in Mar-24

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	Q4 FY'24	Project Till Date
No of Bookings	96	96
RERA Carpet Area*	0.09	0.09
Value of Bookings (Cr.)	298	298
Customer Collections (Cr.)	13	13

%
UNIT SOLD
LAUNCHED UNITS

~62%



Retail Shops in
TenX Project

RERA carpet area
~0.04 Mn sq.ft

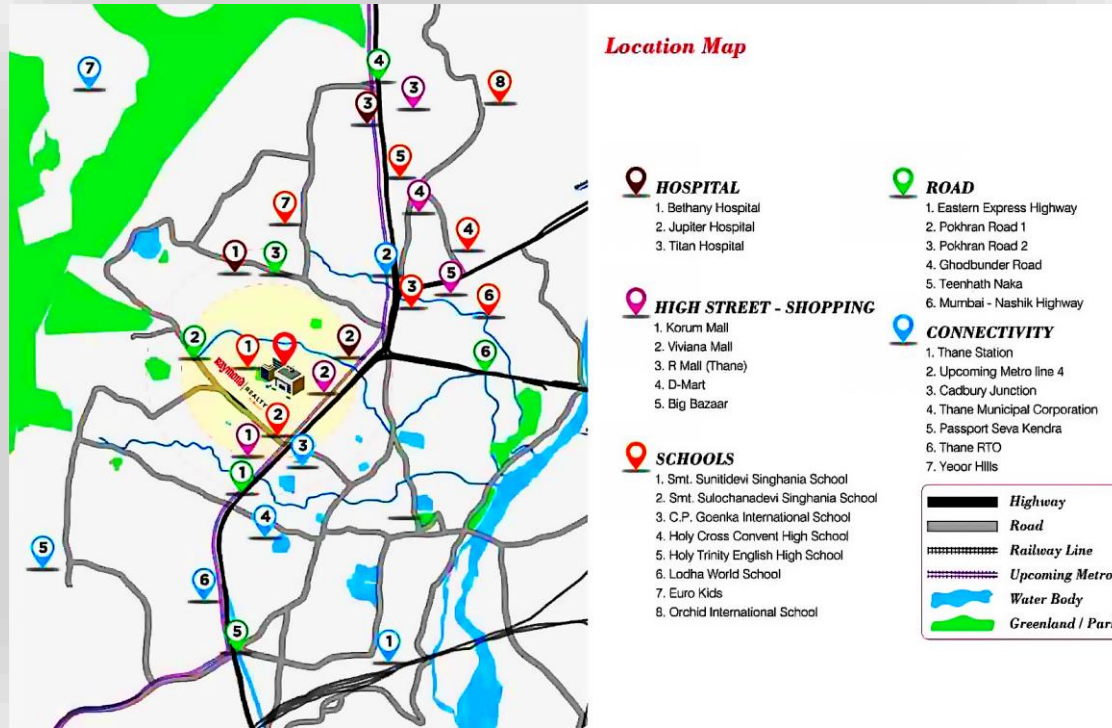
Total Units Planned:
104

Particulars	Q4 FY'24	Project Till Date
No of Bookings	89	89
RERA Carpet Area*	0.02	0.02
Value of Bookings (Cr.)	122	122
Customer Collections (Cr.)	24	24

%
UNIT SOLD
LAUNCHED UNITS

~86%

Excellent Connectivity & Eco-system



Disclaimer

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