

#### SECRETARIAL DEPARTMENT

Jekegram, Pokhran Road No. 1, Thane (W) - 400 606 Maharashtra, India CIN No.: L1711 7MH1925PLC001208 Tel: (91-22) 4036 7000 / 6152 7000 Fax: (91-22) 2541 2805 www.raymond.in

April 28, 2017

To,
The Department of Corporate Services - CRD
BSE Ltd.
P.J. Towers, Dalal Street,
Mumbai400 001
Fax No.22722037 / 39 / 41
Scrip Code: 500330

The National Stock Exchange of India Ltd Exchange Plaza, 5<sup>th</sup> Floor,
Bandra-Kurla Complex
Bandra (East)
MUMBAI 400 051
Fax No. 6641 8125/26
Scrip Code: RAYMOND EQ

Luxembourg Stock Exchange Societe De La De Luxembourg Societe, 35A, Boulevard Joseph II, L-1840 Luxembourg

Dear Sirs,

Sub: <u>Presentation on Fourth Quarter Results</u>

This is pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the presentation on the Audited Financial Results for the fourth quarter and year ended March 31, 2017.

The said presentation is also uploaded on the website of the Company.

Thanking you,

Yours faithfully, For Raymond Limited

Director - Secretarial & Company Secretary

Encl: a/a





# RESULTS PRESENTATION QUARTER ENDED MARCH 31, 2017



#### Disclaimer

- The particulars of this presentation contain statements related but not limited to revenues, financial results and supplemental financial information which has been compiled by the management, not to be construed as being provided under any legal or regulatory requirement and are not intended to invite any investment in the Company. The information contained in this presentation has not been subjected to review by any auditors or by the Board of Directors of the Company. Commentary in the presentation describes the reporting quarter performance versus the same quarter of the corresponding previous year, unless specified otherwise. The figures for the previous periods in this presentation have been regrouped/ reclassified, wherever necessary. Company assumes no responsibility and does not provide any warranty to the accuracy or comprehensiveness of the information contained in this presentation.
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#### **Contents**



#### **Market Overview**



#### **Market Overview**



Apparel

- Normalcy post demonetisation is yet to set in completely which is expected to result in a softer revenue growth
- Industry margins expected to be impacted by higher input cost due to higher cotton prices
- Industry players resorted to cost control and product mix optimisation to protect margins



## Retail

- Sector expected to recover, barring some hitches in wholesale channel disrupted by higher incidence of tax notices & scrutiny
- Retailers
   extended EOSS to
   liquidate last
   season inventory
- Retailers deferred replenishment of new summer season stock to March, which is usually done by mid-February



# **Automobile Sector**

- The negative impact of demonetisation slowed the momentum of the sector
  - Passenger vehicles led the sales during the quarter, whereas three wheeler sales declined
  - Overall exports declined, due to lower sales of two and three wheelers
  - Margin expected to be under pressure on account of higher input cost



## FMCG

- Sector started witnessing a gradual demand recovery post note-ban, recovery even slower for rural players and wholesale channel
- GST implementation to provide further boost to the sector
- Rising commodity prices may impact the profitability of the companies



**Business Awards** 



#### **Business Awards**



Mr. Gautam Hari Singhania – Most Powerful Leader – Textile Sector at GLOBE Platinum Awards 2016

Raymond recognized as 'Most Admired Men's Apparel Brand' (Retail Category) at GLOBE Platinum Awards 2016



Raymond Ltd and ColorPlus Fashions Ltd honoured as Great Place to Work



Raymond wins 2 Effie Awards

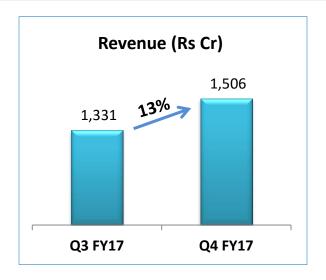
- Won Silver for Raymond Whites
  Campaign
- Won Bronze for Father's Day campaign

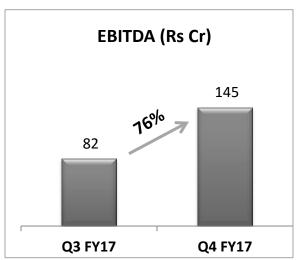


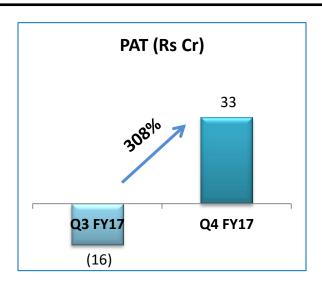
Highlights

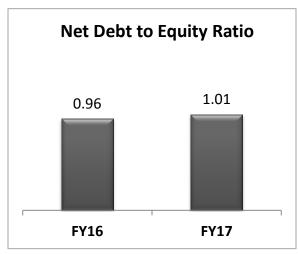


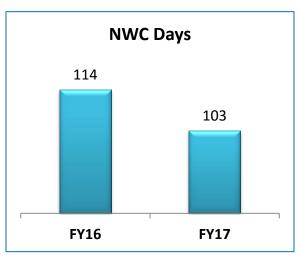
#### **Consolidated Financial Highlights**

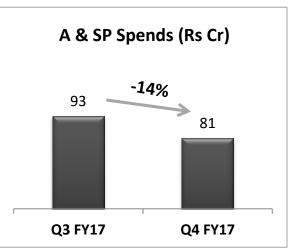












Historically, the quarterly results are compared with same quarter last year. However, to understand better perspective of performance post demonetization, the Q4 performance has been compared with Q3.



#### MTM regrouping for segmental presentation

#### **Earlier Reporting New Reporting Branded Textiles Branded Textiles Branded Suiting Branded Suiting Branded Shirting Branded Shirting** Made to Measure (MTM) **Branded Apparel Branded Apparel Power Brands Power Brands** Made To Measure (MTM) Retail Retail

Re-categorised | There is no change in reporting of any other segment

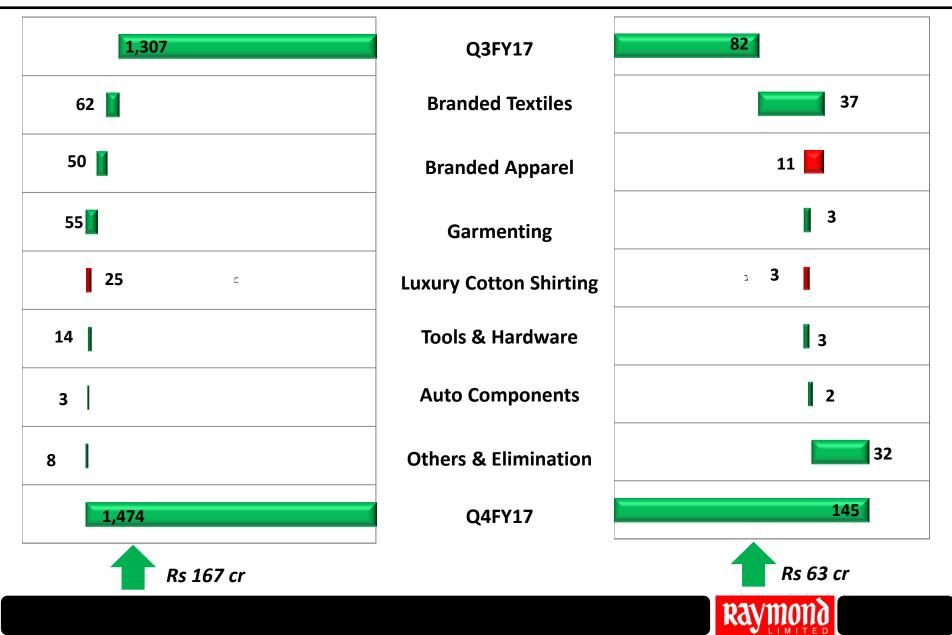


### **Consolidated Results**

| INR Crore        | Q4<br>FY17 | Q3<br>FY17 | QoQ<br>Change | Q4<br>FY16 | YoY<br>Change | FY17  | FY16  | Change |
|------------------|------------|------------|---------------|------------|---------------|-------|-------|--------|
| Net Revenue      | 1,506      | 1,331      | 13%           | 1,437      | 5%            | 5,509 | 5,296 | 4%     |
| Net Sales        | 1,474      | 1,307      | 13%           | 1,402      | 5%            | 5,391 | 5,177 | 4%     |
| EBITDA           | 145        | 82         | 76%           | 173        | -16%          | 423   | 506   | -17%   |
| EBITDA margin    | 9.6%       | 6.2%       |               | 12.0%      |               | 7.7%  | 9.6%  |        |
| EBIT             | 96         | 43         | 122%          | 125        | -23%          | 266   | 347   | -23%   |
| EBIT margin      | 6.4%       | 3.3%       |               | 8.7%       |               | 4.8%  | 6.6%  |        |
| Exceptional cost | (1)        | (4)        | NA            | 0          | NA            | (10)  | (35)  | NA     |
| Net Profit       | 33         | (16)       | 308%          | 53         | -37%          | 26    | 85    | -70%   |
| Profit margin    | 2.2%       | -1.2%      |               | 3.7%       |               | 0.5%  | 1.6%  |        |

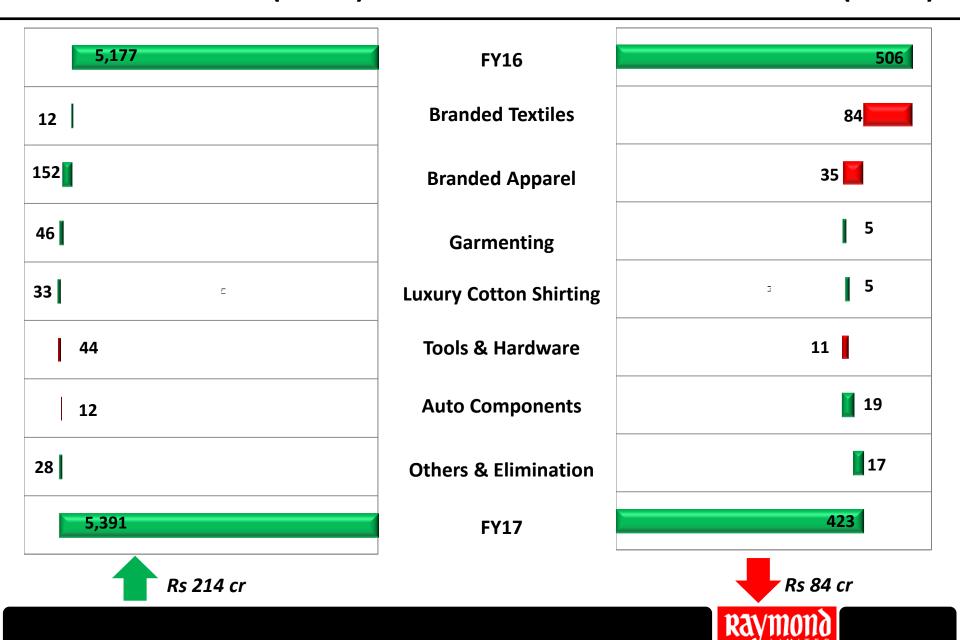
#### Q4 SALES BRIDGE (Rs. Cr)

#### Q4 EBITDA BRIDGE (Rs. Cr)



#### FY SALES BRIDGE (Rs. Cr)

#### FY EBITDA BRIDGE (Rs. Cr)



## **IND AS transition : Key Impacts**

|   | Q     | 4FY16  |         | Q4 FY17 |
|---|-------|--------|---------|---------|
| Particulars (Rs Cr)                       | IGAAP | Ind AS | Change  | Ind AS  |
| Revenue                                   | 1,541 | 1,437  | (104)   | 1,506   |
| EBITDA                                    | 176   | 173    | (3)     | 145     |
| EBITDA margin                             | 11.4% | 12.0%  | (60)Bps | 9.6%    |
| Share of Profit/ (loss) in Associate & JV | (0.4) | (1)    | 1       | (10)    |
| PAT                                       | 56    | 53     | (4)     | 33      |

**Business-wise Details** 





#### **Branded Textiles volumes back on track**

| INR Crore     | Q4<br>FY17 | Q3<br>FY17 | QoQ<br>Change | Q4<br>FY16 | YoY<br>Change | FY17  | FY16  | Change |
|---------------|------------|------------|---------------|------------|---------------|-------|-------|--------|
| Net Sales     | 737        | 675        | 9%            | 735        | 0%            | 2,714 | 2,702 | 0%     |
| EBITDA        | 126        | 88         | 42%           | 157        | -20%          | 384   | 467   | -18%   |
| EBITDA margin | 17.0%      | 13.1%      |               | 21.4%      |               | 14.1% | 17.3% |        |

- Segment was hugely impacted in Q3 due to slowdown in traditional channels on account of demonetization
- On Q-o-Q basis, the segment witnessed higher sales growth led by pick up in trade channels
  - Suiting sales up by 9% & volume by 20%
  - Shirting sales up by 9% & volume by 14%
  - MTM down by 5%
- On Y-o-Y basis, quarter segment sales is flat
  - Suiting sales down by 5% and volume by 2%
  - Shirting sales up by 5% and volume up by 11%
- RAYMOND FINE FABRICS

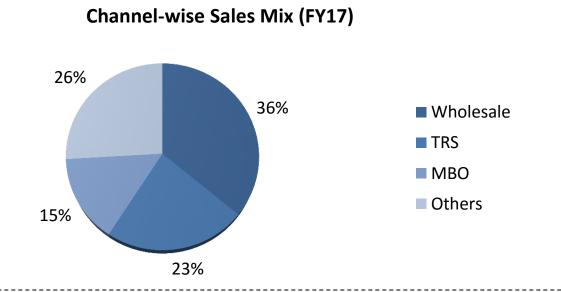
MTM registered a growth of 38% and LTL growth of 7%

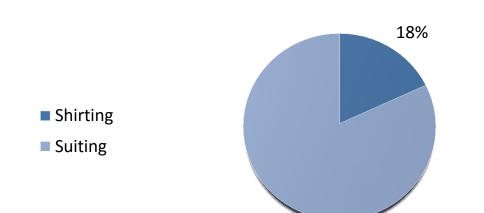






#### **Branded Textiles key parameters**





82%

**Product Mix (FY 17)** 

#### **Volumes (Mn mtrs)**

| Fabric   | Q4FY17 | Q3FY17 |  |  |  |
|----------|--------|--------|--|--|--|
| Suiting  | 15.9   | 13.3   |  |  |  |
| Shirting | 4.7    | 4.1    |  |  |  |





#### Branded Apparel double digit sales growth regained

| INR Crore     | Q4<br>FY17 | Q3<br>FY17 | QoQ<br>Change | Q4<br>FY16 | YoY<br>Change | FY17  | FY16  | Change |
|---------------|------------|------------|---------------|------------|---------------|-------|-------|--------|
| Net Sales     | 360        | 310        | 16%           | 311        | 16%           | 1,270 | 1,119 | 14%    |
| EBITDA        | (11)       | 0          | NA            | 11         | -194%         | (12)  | 22    | -156%  |
| EBITDA margin | -3.0%      | 0.1%       |               | 3.7%       |               | -1.0% | 2.0%  |        |

- Segment witnessed subdued sales performance in Q3, however bounced back to predemonetization growth levels of 16% over Q3
- Sales went up by 16% over previous year
- EBITDA margins deteriorated due to impact on gross margins on account of EOSS and statutory levies



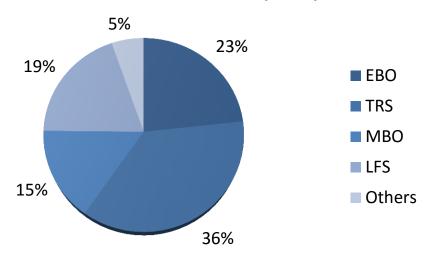




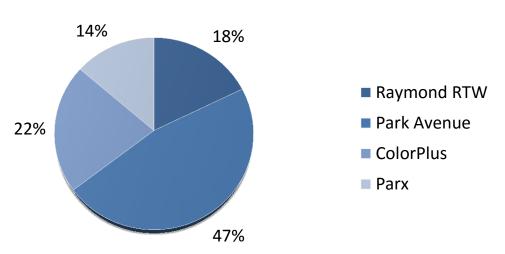


#### **Branded Apparel key parameters**

#### **Channel Revenue Mix (FY17)**

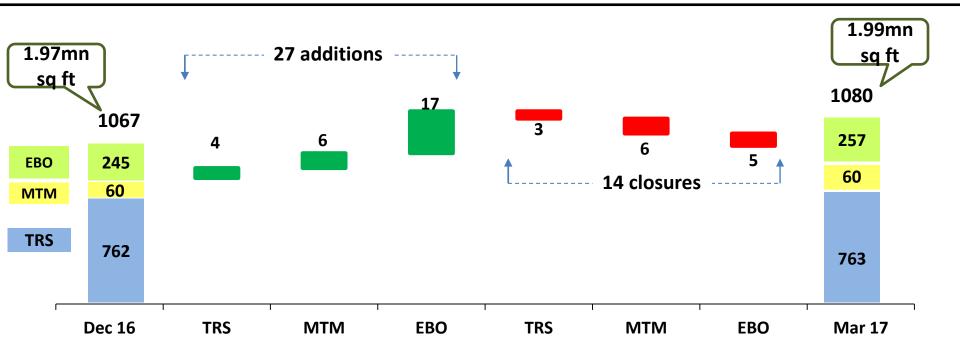


#### **Brand Revenue Mix (FY 17)**





#### **Exclusive Retail Network**



- During the quarter
  - Added 27 new stores and closed 14 stores
  - Completed 9 stores renovation, currently 12 stores under renovation
- Blended same store sales growth across formats was -2% y-o-y, however, on full year basis LTL growth was 3%
- Sales growth across the exclusive network was 3% y-o-y



#### **Membership Loyalty Program**



#### Member ATV (Rs)



- Consolidation of Loyalty program across brands
- Member sales increased by 30 % in FY17
- 63% of retail sales contribution by members
- Since program launch, brought back 1.5 Lac lost customers







#### Garmenting growth supported by higher orders

| INR Crore     | Q4<br>FY17 | Q3<br>FY17 | QoQ<br>Change | Q4<br>FY16 | YoY<br>Change | FY17 | FY16 | Change |
|---------------|------------|------------|---------------|------------|---------------|------|------|--------|
| Net Sales     | 184        | 129        | 43%           | 174        | 6%            | 639  | 593  | 8%     |
| EBITDA        | 13         | 9          | 33%           | 20         | -35%          | 54   | 49   | 9%     |
| EBITDA margin | 6.9%       | 7.4%       |               | 11.3%      |               | 8.4% | 8.3% |        |

• EBITDA margins declined mainly due to shift in preference for lower cost synthetics fiber resulting in lower realization

HIGH VALUE
COTTON SHIRTING



#### High Value Cotton Shirting de-grew as volumes shrank

| INR Crore     | Q4<br>FY17 | Q3<br>FY17 | QoQ<br>Change | Q4<br>FY16 | YoY<br>Change | FY17 | FY16 | Change |
|---------------|------------|------------|---------------|------------|---------------|------|------|--------|
| Net Sales     | 106        | 131        | -19%          | 118        | -10%          | 500  | 467  | 7%     |
| EBITDA        | 10         | 13         | -25%          | 12         | -13%          | 49   | 44   | 13%    |
| EBITDA margin | 9.5%       | 10.3%      |               | 9.7%       |               | 9.8% | 9.3% |        |

The results shown above are for 100% operations and include minority interest

Lower sales due to lower off takes from our customers



#### Tools & Hardware grew as domestic sales rise

| INR Crore     | Q4<br>FY17 | Q3<br>FY17 | QoQ<br>Change | Q4<br>FY16 | YoY<br>Change | FY17 | FY16 | Change |
|---------------|------------|------------|---------------|------------|---------------|------|------|--------|
| Net Sales     | 93         | 79         | 17%           | 91         | 2%            | 350  | 394  | -11%   |
| EBITDA        | 2          | (1)        | 475%          | 4          | -42%          | 7    | 18   | -62%   |
| EBITDA margin | 2.3%       | -0.7%      |               | 4.1%       |               | 2.0% | 4.7% |        |

The results shown above are for 100% operations and include minority interest

- The segment sales was declining, however this quarter registered growth of 6% driven by strong domestic files sales
- EBITDA margins improved versus last quarter on account of better cost management and higher volumes



# Auto components continues to maintain profitable growth since Q1FY17

| INR Crore     | Q4<br>FY17 | Q3<br>FY17                                     | QoQ<br>Change | Q4<br>FY16 | YoY<br>Change | FY17  | FY16     | Change |
|---------------|------------|--|---------------|------------|---------------|-------|----------|--------|
| Net Sales     | 41         | 38   | 8%            | 37         | 10%           | 164   | 176      | -7%    |
| EBITDA        | 6          | 4  | 43%           | 2          | 220%          | 24    | 5        | 404%   |
| EBITDA margin | 15.2%      | 11.5%  |               | 5.2%       |               | 14.5% | 2.7%     |        |
|               |            | <u>,                                      </u> |               | 1          | <u>'</u>      |       | <i>;</i> |        |

The results shown above are for 100% operations and include minority interest

- Performance not comparable due to forging operations disposed off in previous year
- The business is maintaining its profitability since the beginning of the FY17
- Sales continued to grow by 8% over last quarter and grew 10% Y-o-Y, mainly supported by strong demand in exports market
- Segment EBITDA grew by 43% over last quarter and 3 times Y-o-Y along with improvement in EBITDA margin



**Way Forward** 



## **Way Forward**

| We are expecting topline and EBITDA margins to be better than Q1FY17   |
|--|
| Re-monetisation expected to improve liquidity in trade channel in coming quarter which will aid revenue growth   |
| Wholesale channel expected to continue growth momentum witnessed in month of March   |
| Continue to invest in brand building, expansion and modernization of retail network  |
| On the GST front, the company is reviewing all processes to be GST complaint, but still awaiting clarity from government on rates. Destocking by trade channel can lead to short term disruptions. |



Annexure – Published Results





Registered Office: Plot No. 15671 No. 2, Village Zedgeon, Retriegin 415 612 (Mehansahlina)

Registered Office: Plan No. 156th No. 2, Villago Existance, Retirings 115 017, Mathematical
CIN. L17.1178HH 1925PLC001208
Email: corp. secretarial@raymond.in; Website: www.raymond.in
Tel: 02352-232614. Fax: 02352-232513; Corporate Office Tel: 022-40349999 Fax: 022-24939036
STATEMENT OF CONSOLIDATED FINANCIAL RESULTS
FOR THE GUARTER/YEAR ENDED 31ST MARCH, 2017

(Rs. in lakhs, unless otherwise stated)

| Sr. No. | Particulars  | 3 months ended<br>31.03.2017 | Preceeding 3<br>months ended<br>31.12.2016 | Corresponding 3<br>months ended<br>31.03.2016 | Year ended<br>31.03.2017 | Year ended<br>31.03.2016 |
|---------|--|------------------------------|--|---|--------------------------|--------------------------|
|         |  | (Unaudited)                  | (Unaudited)                                | (Unaudited)                                   | (Audited)                | (Audited)                |
|         | Income from operations   |                              |  |   |                          |                          |
|         | a) Net Sales / Income from Operations  | 147360                       | 130687                                     | 140205  | 539132                   | 51768                    |
|         | b) Other Operating Income  | 768                          | Ö  | 1920  | 1235                     | 2671                     |
|         | Total Income from Operations   | 148128                       | 130693                                     | 141225  | 540367                   | 52035                    |
| 2       | Expenses   |                              |  |   |                          |                          |
|         | a) Cost of materials consumed  | 28032                        | 23728                                      | 23220   | 111228                   | 109501                   |
|         | b) Purchases of slock-in-trade   | 35337                        | 32158                                      | 36558   | 134083                   | 119011                   |
|         | c) Menufacturing and Operating costs   | 21237                        | 17999                                      | 22303   | 74083                    | 77216                    |
|         | d) Changes in inventories of finished goods, work in progress  |                              |  | 3323  | 70.55                    |                          |
|         | and stock in trade   | 1105                         | (2345)                                     | (790)   | (9504)                   | (9062                    |
|         | e) Employee benefits expense   | 17881                        | 19435                                      | 17752   | 75154                    | 6921                     |
|         | f) Depreciation and emortisation expense   | 4867                         | 3886                                       | 4530  | 15688                    | 1569                     |
|         | g) Other expenses  | 32698                        | 33670                                      | 27374   | 123456                   | 11299                    |
|         | Total Expenses   | 140957                       | 128732                                     | 131241  | 524340                   | 49485                    |
| 3       | Profit from Operations before other income, finance costs and exceptional items(1-2)                       | 7171                         | 1961                                       | 9984  | 16027                    | 2550                     |
| 4       | Other Income   | 2447                         | 2378                                       | 2503  | 10859                    | 923                      |
| 5       | Profit before finance costs and exceptional items (3+4)  | 9618                         | 4539                                       | 12487   | 26566                    | 347                      |
| Bi.     | Finance costs  | 4177                         | 4532                                       | 4385  | 17603                    | 1896                     |
| 7       | Profit / (Loss) before exceptional items (5-5)   | 5441                         | (193)                                      | 5101  | 8783                     | 1571                     |
| 8       | Exceptional items  | (101)                        | (385)                                      | (28)  | (1005)                   | (352                     |
| 9       | Profit ((Loss) before tax (7-8)  | 5340                         | (578)                                      | 6073  | 7778                     | 122                      |
| 10      | Tax (Expense) / Credit   | (991)                        | (31)                                       | (2494)  | (2184)                   | (465                     |
| 11      | Net Profit / (Loss) for the period before share of profit / (Loss) of associates and joint ventures (9+10) | 4340                         | (609)                                      | 5579  | 5594                     | 751                      |
| 12      | Share of profit / (loss) in Associates and Joint ventures  | (961)                        | (860)                                      | (164)   | (2592)                   | 95                       |
| 13      | Net Profit / (Loss) for the period (11+/-12)   | 3368                         | (1469)                                     | 5435  | 3002                     | 85                       |
| 14      | Other Comprehensive Income net of tax  | (572)                        | 101  | 1069  | (257)                    | 73                       |
| 15      | Total Comprehensive income for the period (13+J-14)  | 2796                         | (1368)                                     | 6504  | 2745                     | 92                       |
| 16      | Net profit / (Loss) attributable to  |                              |  |   |                          |                          |
|         | - Ownera   | 3294                         | (1584)                                     | 5257  | 2552                     | 84                       |
|         | - Non Controlling Interest   | 74                           | 115  | 178   | 450                      | 7                        |
|         | Total Comprehensive income attributable to   |                              |  |   |                          |                          |
|         | - Owners   | 2722                         | (1483)                                     | 6330  | 2295                     | 921                      |
|         | - Non Controlling Interest   | 74                           | 115  | 174   | 450                      | 5                        |
| 17      | Paid-up Equity Share Capital   | 6138                         | 6138                                       | 6138  | 6138                     | 913                      |
|         | (Face Value - Rs. 10/- per share)  |                              | 18300                                      | 5000.0  | 500000                   |                          |
| 18      | Earnings per share (of Rs. 10/- each) (not annualised):  |                              |  |   |                          |                          |
|         | (a) Basic (in Rs.)   | 5.37                         | (2.58)                                     | 8.56  | 4.16                     | 13.8                     |
|         | (b) Diluted (in Re.)   | 5.37                         | (7.58)                                     | 8.56  | 4.16                     | 13.8                     |
|         | See accompanying notes to the financial results  |                              | -  |   |                          |                          |

#### Notes to the financial results:

- This statement has been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS) prescribed under Section 133 of the Companies Act, 2013 and other recognized accounting practices and policies to the extent applicable. Beginning April 1, 2016, the Company has for the first time adopted Ind AS with a transition date of April 1, 2015.
- The format for un-audited quantity results as prescribed in SEBrs Circular CIR/GFD/CMD/15/2015 dated November 30,2015 has been modified to comply with requirements of SEBrs circular dated July 5,2016, ind AB and schedule III (Division II) to the Companies Act, 2013 applicable to companies that are required to comply with Ind AS.
- 3 Tax Expense/credit includes Current Tax , Deferred Tax and tax in respect of earlier years
- Exceptional item represent

(Rs. In lakhs, unless otherwise stated)

| Particulars   | 3 months ended<br>31,03,2017 | Preceeding 3 months ended 31.12.2016 | Corresponding 3<br>months ended<br>31.03.2016 | Year ended<br>31,03,2017 | Year ended<br>31,93,2016 |
|---|------------------------------|--------------------------------------|---|--------------------------|--------------------------|
| VRS Payment In the carrying value of Forging business Assets. | 101                          | 385                                  | 28  | 1005                     | 3621                     |
| Total   | 101                          | 385                                  | 3.6   | 1005                     | 3521                     |





5 The reconciliation of net profit or loss reported in accordance with Indian GAAP to total comprehensive income in accordance with IndiAS is given below.

(Rx. its lakhs; unless otherwise stated)

| Description  | Quarter ended 31st.<br>March 2016 | Year ended 31st<br>March/2018 |
|--|-----------------------------------|-------------------------------|
| Net Profit as per previous GAAP (Indian GAAP)  | 5775                              | 9124                          |
| Americation of Pramium on redemption of debentures and transaction costs on borrowings | (473)                             | (1879)                        |
| Others (nel)   | (364)                             |                               |
| Deferred lax asket on IND AS Adjustment,   | 497                               | (556<br>1866                  |
| Profit for the quarter/period as per IND AS  | 5435                              | 8566                          |
| Other comprehensive income (net of income tax)   | 1099                              | 731                           |
| Total Comprehensive Profit for the quarter/period                                      | 6504                              | 9286                          |

- The figures for the three months ended \$1.93.2017 and \$1.03.2016 represent the balance between audited figures in respect of the full financial years and those published till the third quarter of the respective financial years.
- The above results, were reviewed and recommended by the Audit Committee and approved by the Board of Directors at its meetings held on 28th April, 2017.

The Board of Directors has recommended Equity dividend of Rs. 1.25 per share (Previous year Rs. 3) for the financial year 2016-17.

Mumbai April 28,2017 gaulam Righard

Gautam Hari Singifahia

Chairman & Managing Director



Segment wise Revenue, Results, Assets and Liabilities (Consolidated) for the Quarter/Year ended 31st March, 2017.

(Rs. in lakhs, unless otherwise stated)

|  | (Rs. in lakhs, unless otherwise stated) |  |   |                          |                          |  |
|--|---|--|---|--------------------------|--------------------------|--|
| Particulars  | 3 months ended<br>31,03,2017            | Preceeding 3<br>months ended<br>31,12,2015   | Corresponding<br>3 months ended<br>31.03.2016 | Year ended<br>31.03.2017 | Year ended<br>31.03.2016 |  |
|  | (Unaudited)                             | (Unaudited)                                  | (Unaudited)                                   | (Audited)                | (Audited)                |  |
| Segment Revenue (Net Sales / Income from Operations)         |   |  |   |                          |                          |  |
| - Textile  | 73706                                   | 67541  | 73513   | 271436                   | 270203                   |  |
| - Shirting   | 10609                                   | 13117  | 11845   | 50007                    | 46714                    |  |
| - Apparel  | 35988                                   | 30979  | 31129   | 127025                   | 111853                   |  |
| - Garmenting   | 18422                                   | 12875  | 17385   | 63885                    | 59328                    |  |
| - Tools & Hardware   | 9251                                    | 7874   | 100077777                                     | 35009                    | 39432                    |  |
| - Auto Components *  | 4128                                    | 3826   |   | 16431                    | 17597                    |  |
|  | 338                                     | 260  |   | 792                      | 402                      |  |
| - Others   | (5062)                                  | (5785)                                       | (6637)  | (25453)                  | (27846                   |  |
| Inter Segment revenue<br>l'otal Revenue                      | 147360                                  | 130687                                       |   | 539132                   | 517683                   |  |
| Contraction  | 147500                                  | 13000.                                       | 140200  |                          |                          |  |
| Segment Results  |   |  |   |                          |                          |  |
| - Textile  | 10278                                   | 7179   |   | 31293                    | 39514                    |  |
| - Shirting   | 162                                     | 595  |   | 2230                     | 1900                     |  |
| - Apparel  | (1521)                                  | (408)  |   | (2896)                   | 316                      |  |
| - Garmenting   | 863                                     | 634  |   | 4030                     | 3606                     |  |
| - Tools & Hardware   | 14                                      |  |   | 4                        | 1087                     |  |
| - Auto Components  | 373                                     | 259  | 32  | 1605                     | 120                      |  |
| - Others   | (834)                                   | (1110)                                       | (781)   | (3598)                   | (2876                    |  |
| - Inter Segment (profit) / loss                              | 452                                     | (49)   | (461)   | (166)                    | 120                      |  |
| Cotal Results  | 9787                                    | 6876   | 14801   | 32502                    | 4378                     |  |
| ess : Finance Costs  | (4177)                                  | (4532)                                       | (4386)  | (17803)                  | (18968                   |  |
| Add / (Less) Unallocable Income / (Expense) - Net            | (243)                                   | (2652)                                       | (2491)  | (6366)                   | (9124                    |  |
| Add / (Less) : Exceptional items (Net)*                      | (101)                                   | (385)  |   | (1005)                   | (3521                    |  |
| Add / (Less) : Tax (Expense) / Credit                        | (991)                                   | E (1) 17 17 17 17 17 17 17 17 17 17 17 17 17 |   | (2184)                   | (4652                    |  |
| Add / (Less) Share of Profit / (Loss) in Associate and Joint | (62.)                                   | 1910   |   | S                        | 10000                    |  |
| venture Companies  | (981)                                   | (860)  | (144)   | (2592)                   | 961                      |  |
| Net Profit /(Loss)   | 3294                                    | (1584)                                       | 5258  | 2552                     | 848:                     |  |
| 20 H Der Frank - 10 M Fr. 14 M Fr.                           |   |  |   |                          |                          |  |
| Segment assets   |   | 204928                                       |   | 198149                   | 19727                    |  |
| - Textile  |   | 44501  |   | 53998                    | 3896                     |  |
| - Shirting   |   | 66356  |   | 67947                    | 5479                     |  |
| - Apparel  |   | 42826  |   | 42042                    | 3933                     |  |
| - Garmenting   |   | 20968  |   | 17483                    | 2324                     |  |
| - Tools & Hardware   |   | 12556  |   | 12552                    | 1469                     |  |
| - Auto Components  |   | 4981   |   | 4634                     | 570                      |  |
| - Others   |   |  |   | 138235                   | 12660                    |  |
| <ul> <li>Unallocable assets</li> </ul>                       |   | 134989                                       |   | (9810)                   | (8447                    |  |
| - Inter Segment Assets                                       |   | (11253<br>52085)                             |   | 525230                   | 49217                    |  |
| Segment Liabilities  |   | 02.000                                       |   |                          |                          |  |
| - Textile  |   | 73378  | 3   | 72281                    | 6137                     |  |
| - Shirting   |   | 16936  | 3   | 20588                    | 1180                     |  |
| - Apparel  | 1                                       | 2831   | 1   | 26233                    | 1507                     |  |
| - Garmenting   |   | 1445   | 4   | 14160                    | 1307                     |  |
| - Tools & Hardware   |   | 6572   | 2   | 7437                     | 749                      |  |
| - Auto Components  |   | 420  |   | 4528                     | 515                      |  |
| - Others   |   | 35   |   | 410                      | 36                       |  |
| - Unallocable liabilities                                    |   | 22014  |   | 220352                   | 21462                    |  |
| - Inter Segment Liabilities                                  |   | (9246  |   | (8069)                   | (685)                    |  |
| STREET THE STREET STREET                                     | D 1238 743                              |  |   | 357920                   | 32493                    |  |
|  |   | 35710  | 61  | 1301 2401                | 9243                     |  |

<sup>\*</sup> Quarter ended 31.03.2016 Includes Rs. NiL and year ended 31.03.2016 includes Rs 3515 lacs, being revenue from the forging business which was disposed in the quarter ended December 2015.

- i) Unallocable expenses is net of income from investment. Unallocable assets mainly relate to investments
- ii) Classification of Business Segments:
  - a) Textile : Branded Fabric
  - b) Shirting Shirting fabric (B to B)

  - o) Snating santing table (6 to 4)
    Apparel: Branded Readymade Garments
    Garmenting: Garment manufacturing
    e) Tools & Hardware: Power & Hand Tools
    Auto Components: Components & Forging
  - g) Others : Non Scheduled Alrine operations and Real Estate development

Gautam Gaylanda
Gautam Hari Sigghania
Chairman & Managing Director

April 28,2017

in view of re-alignment of internal information structure, the Company has included MTM business in the Textile segment (earlier MTM business was included as part of Apparel segment). Accordingly the information for prior periods has been restated to reflect the new segment presentation.

Statement of consolidated Assets and Liabilities as at 31st March 2017 As at 31st March,2016 As at 31st March,2017 Particulars Audited Audited L ASSETS 115084 Non-current assets Property, Plant and Equipment Capital work-in-progress 115531 24005 1150 41215 1150 216 Goodwill 187 Other Intangible assets Intangible assets under development Investments accounted for using the equity method 16649 13231 7926 (a) Financial Asset 6137 (i) Investment (ii) Loans (iii) Other Financial Assets (b) Deferred tax assets (net) 6816 10031 7701 8937 11182 8642 9203 7331 (c) Tax Assets (Net) 9907 (d )Other non-current assets 206194 229068 Total of non current assets 117324 a Current assets 128867 (a) Inventories (b) Financial Assets 36357 38815 104483 (i) Investments 105065 3765 (ii) Trade receivables 3391 (iii) Cash and cash equivalents (iv) Bank Balance other than above 8642 3205 407 516 3604 2293 (v) Loans (vi) Others financial asset 12099 12473 1983 (c) Other current assets (d) Assets classified as held for sale 850 285978 295161 Total of current assets 492173 525230 Total assets II. EQUITY AND LIABILITIES 6138 6138 Equity 161097 (a) Equity Share capital 151174 167235 (b) Other Equity 167312 Equity attributable to owners of the Company 6931 6481 173716 Non Controlling Interest Total Equity 174244 Liabilities
| Non-current liabilities

(Rs in Lacs)

95524

1695

5115 102334

78894 58882

58825 4614

216123

318456

492173

515 14393

63491

255

1473

70.418

13353

280568

350986

525230

(a) Financial Liabilities

(ii) Other Financial Liabilities (b.) Deferred tax liabilities (Net) (c.) Other non current liabilities

Total of non current liabilities

(ii) Trade payables (iii) Other Financial Liabilities

(b) Provisions
(c) Current Tax Linbilities (Net)
(d) Other current liabilities

Total of current liabilities

Total equity and Liabilities

(i) Borrowings

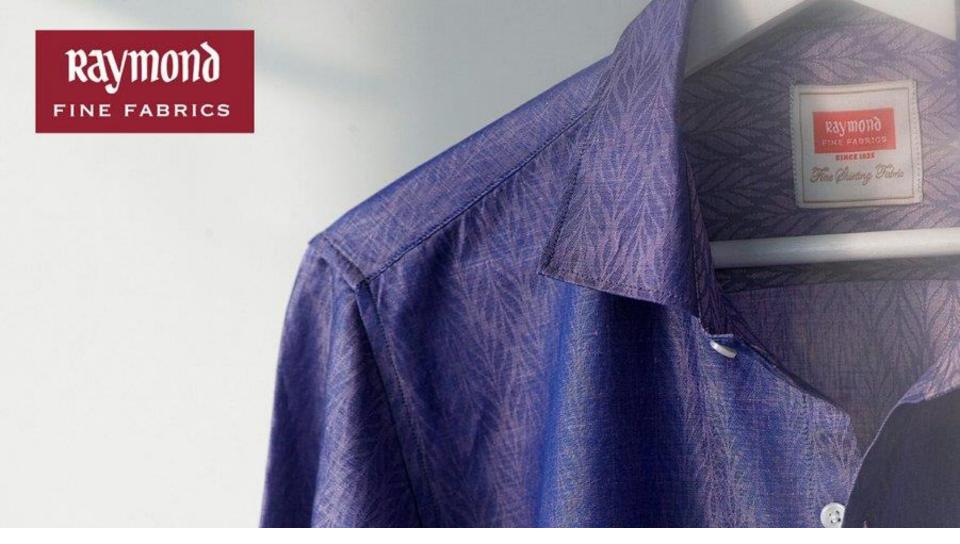
il Current liabilities

(a) Financial Liabilities (i) Borrowings

Total Liabliities

RAYMOND LIMITED





## **THANK YOU**

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