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RL/SE/22-23/187

February 1, 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 quarter and Nine months ended December 31, 2022.

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 MULJIBHAI DARJI
Digitally signed by RAKESH MULJIBHAI DARJI
Date: 2023.02.01 21:41:08 +05'30'

Rakesh Darji
Director-Secretarial &
Company Secretary

Encl.: A/a

Raymond Limited

Q3FY23 Result Presentation

31st December, 2022

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Q3 Highlights

Market Update

- **Domestic: Festive season driving consumer demand**
  - At the backdrop of festivities, markets witnessed resilient consumer demand
  - Healthy footfalls witnessed in retail outlets driving secondary sales during October and November
  - **Stable demand for Engineering products –** amid improvement in chip availability, and infra spend
  - **Residential real-estate continued** to demonstrate sustained demand

- **Exports: Maintained momentum**
  - **US, UK & Europe:** Despite significant challenges of inflation & Euro depreciation, order book remained healthy for formal wear category in garmenting while in engineering the export orders were impacted
  - **Demand levers:** China+1 strategy adoption, consolidation of vendors by major brands, coupled with favorable currency (US$)
  - **Supply-chain issues** moderated during the quarter

Q3 FY23: Highest Revenue & Profitability in the last 10 years

Highest ever quarterly revenue of ₹ 2,200 Cr, up 18% vs. PY & 15% vs. pre-covid (Q3 FY20)

Highest Q3 EBITDA of ₹ 351 Cr with **EBITDA margin** of 15.9%

Highest Q3 PBT of 222 Cr with margin of 10.1%

Adjusted PAT* is ₹ 168 Cr, up 68% vs. PY PAT of ₹ 100 Cr

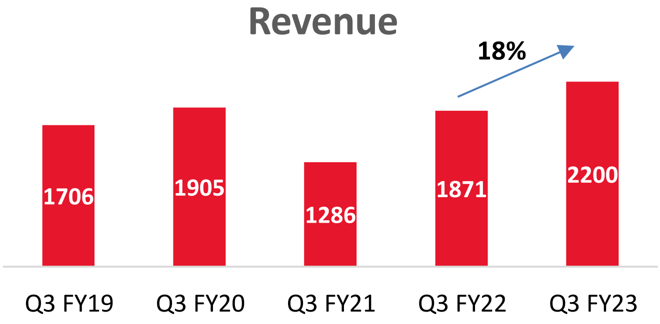
Decrease in net debt by ₹ 354 Cr, mainly due to generation of healthy EBITDA and working capital optimisation

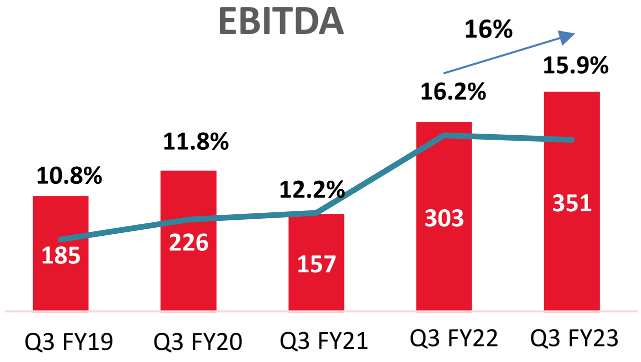
**Raymond Ltd. has exercised the option of new corporate tax rate regime during the current quarter. Consequently Company has reversed the current tax provision; deferred tax assets and MAT credits under old tax regime recognized till previous year ended 31st March 2022 and six months ended September 2022. This has resulted in one-time net impact of ₹ 73.5 Cr in financials statement for Q3FY23 and nine months ending 31st December 2022. Current tax rate for the Q3FY23 is ~20% and nine months ending 31st December 2022 is ~26%*

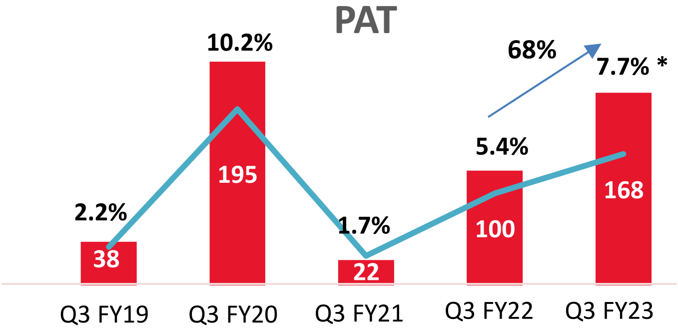
Q3FY23 – Highest Q3 Revenue & Profitability in last 10 years

Raymond

₹ Cr.





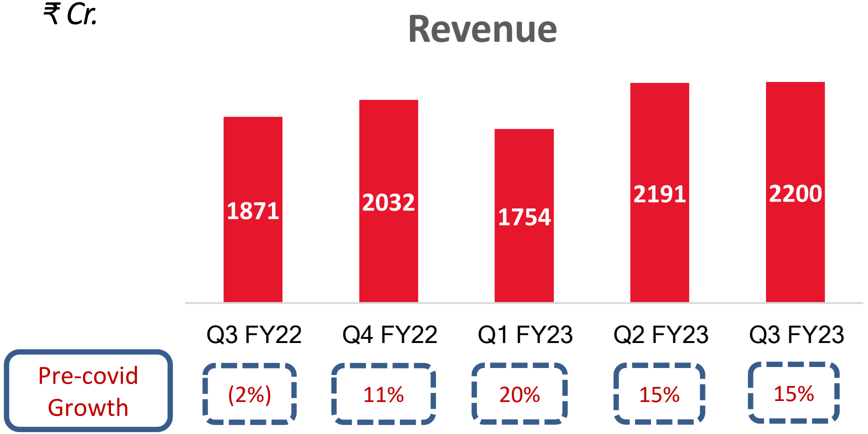


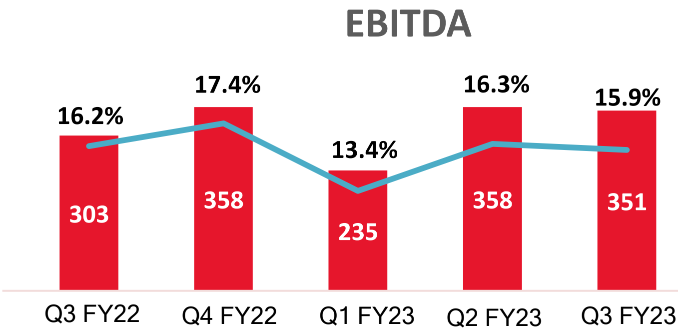
- **Revenue grown by:**
  - **18% v/s previous year (Q3FY22)**
  - **15% v/s pre-covid levels (Q3FY20)**
- **EBITDA up by 16% v/s previous year (Q3FY22)**
- **PAT* up by 68% v/s previous year (Q3FY22)**
- **Focus continues on efficient cost management**

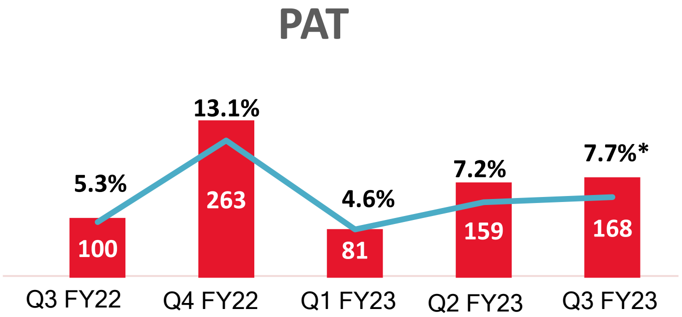
**Raymond Ltd. has exercised the option of new corporate tax rate regime during the current quarter. Consequently Company has reversed the current tax provision; deferred tax assets and MAT credits under old tax regime recognized till previous year ended 31st March 2022 and six months ended September 2022. This has resulted in one-time net impact of ₹ 73.5 Cr in financials statement for Q3FY23 and nine months ending 31st December 2022. Current tax rate for the Q3FY23 is ~20% and nine months ending 31st December 2022 is ~26%*

Consistently delivered strong QoQ performance in last 5 quarters

₹ Cr.







- **Record breaking performance** in terms of revenue & profitability in all the 5 quarters
- Focus continues on **deleveraging and efficient cost management**

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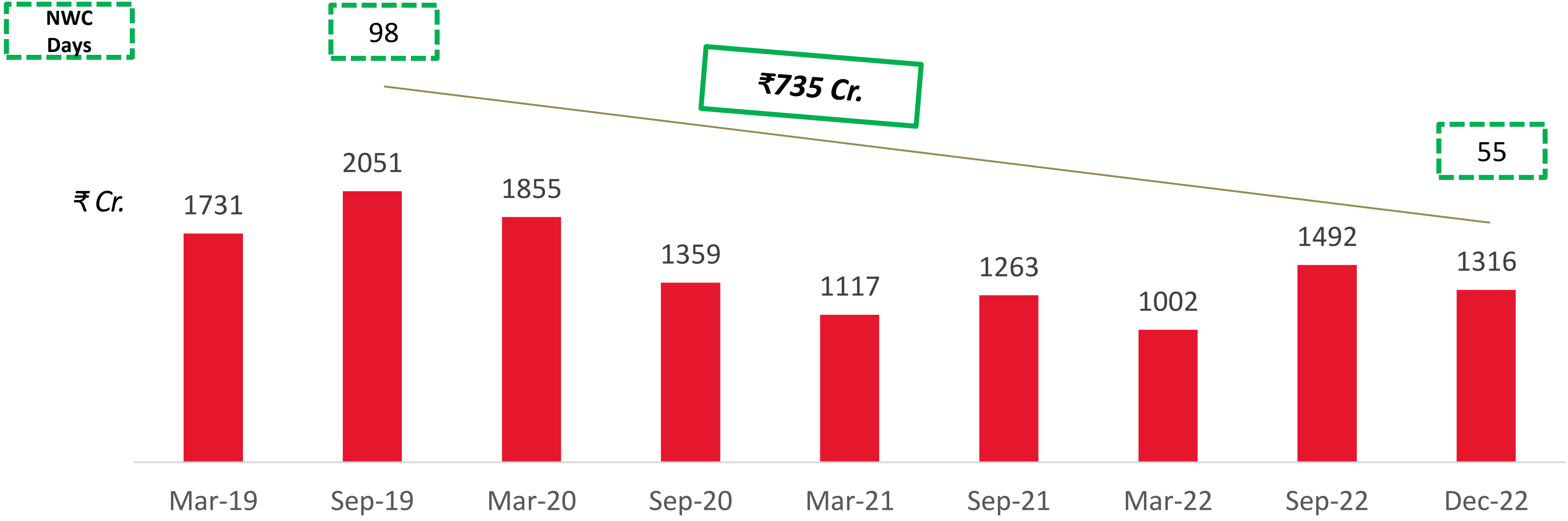
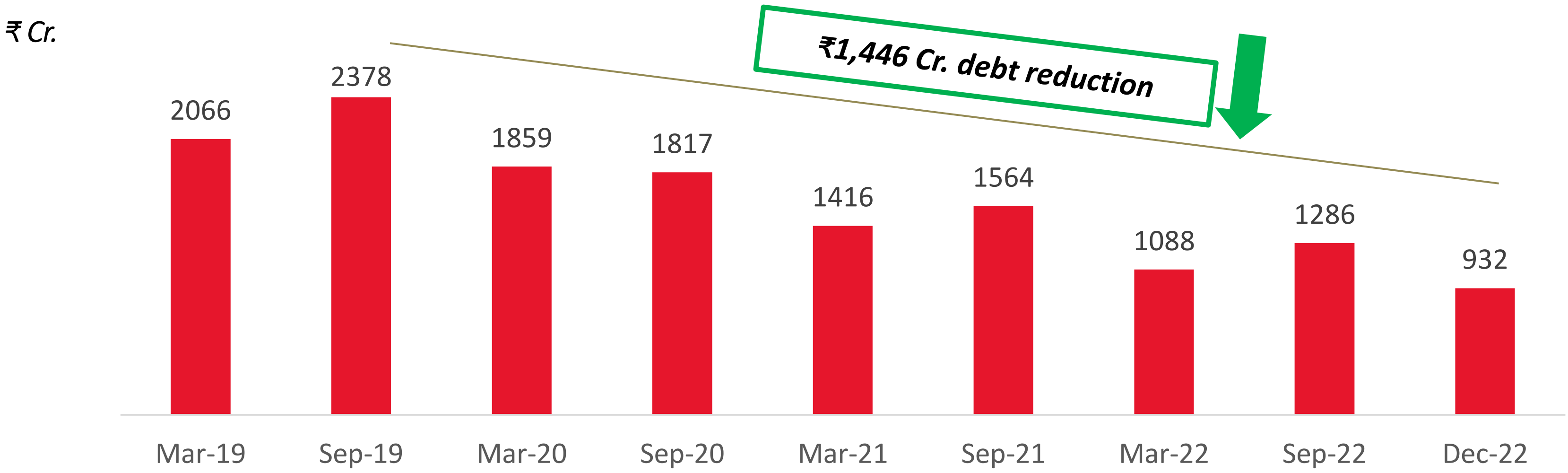
NWC days lower by over ~ 45% from peak level



- **Key initiatives:** strong emphasis on collections and efficient inventory management & related production cycles
- NWC days reduced by ~ 45% to 55 days in Dec-22 from 98 days in Sep-19

Net working Capital (NWC) days based on quarterly annualized revenue basis

Net debt reduction by ~ ₹ 1,450 Cr from peak level



- **Key Initiatives:** Focused revenue growth, cost optimization & effective working capital management generating FCF
- **Net debt reduction by ₹1,446 cr by:**
  - ₹1,096 Cr through FCF generated during the pandemic impacted period of FY21 and FY22; and YTD FY23
  - ₹350 Cr from land sale (Dec-19)
- **Improved net debt: equity ratio** from 1.10x (Sep-19) to 0.33x (Dec-22)

Financial Highlights

Consolidated Results – Q3FY23

Particulars (INR Cr)	Q3FY23	Q2FY23	Q3FY22	YoY	9mFY23	9mFY22	YOY
Net Revenue	**2,200**	**2,191**	**1,871**	18%	**6,145**	**4,316**	**42%**
Opex	588	540	478	23%	1,643	1,249	32%
EBITDA	**351**	**358**	**303**	**16%**	**943**	**523**	**80%**
EBITDA margin %	*15.9%*	*16.3%*	*16.2%*	(25 bps)	*15.3%*	*12.1%*	324 bps
Depreciation	58	57	60	(3%)	174	181	(4%)
Interest	70	63	57	23%	193	170	13%
PBT before exceptions	**222**	**237**	**186**	20%	**576**	**172**	**236%**
PBT margin %	*10.1%*	*10.8%*	*9.9%*	17 bps	*9.4%*	*4.0%*	540 bps
Exceptional Items	(5)	(10)	(2)		(14)	(53)	
Taxes	(43)	(71)	(83)		(150)	(110)	
Associate / JV / Minority	(7)	3	(1)		(4)	(11)	
Net Profit (before adjustment)	**168**	**159**	**100**	68%	**408**	**(3)**	**NA**
One time tax adjustment*	(74)				(74)		
Net Profit	**95**	**159**	**100**	(5%)	**335**	**(3)**	**NA**

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^ Exceptional item includes ₹4.5 Cr towards VRS payments & retrenchment costs

Segment Results – Q3FY23

Post Ind AS 116	Revenue			EBITDA		EBITDA %	
Particulars (INR Cr)	**Q3FY23**	**Q3FY22**	**Y-o-Y%**	**Q3FY23**	**Q3FY22**	**Q3FY23**	**Q3FY22**
Branded Textile	902	899	-	189	190	20.9%	21.2%
Branded Apparel	364	316	15%	41	34	11.2%	10.7%
Garmenting	282	203	39%	26	17	9.1%	8.6%
High Value Cotton Shirting	195	148	32%	21	13	10.7%	8.6%
Engineering*	208	209	-	33	31	15.8%	15.0%
Real Estate	292	175	67%	75	36	25.5%	20.8%
Others #	(44)	(78)		(33)	(20)		
Raymond Consolidated	**2200**	**1871**	**18%**	**351**	**303**	**15.9%**	**16.2%**

** 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

Segment Results – 9m FY23

Post Ind AS 116	Revenue			EBITDA		EBITDA %	
Particulars (INR Cr)	**9m FY23**	**9m FY22**	**Y-o-Y%**	**9m FY23**	**9m FY22**	**9m FY23**	**9m FY22**
Branded Textile	2,462	1,904	29%	505	291	20.5%	15.3%
Branded Apparel	996	612	63%	91	12	9.2%	2.0%
Garmenting	795	512	55%	64	40	8.0%	7.8%
High Value Cotton Shirting	575	397	45%	65	45	11.3%	11.3%
Engineering*	646	607	6%	89	89	13.8%	14.6%
Real Estate	826	386	114%	217	91	26.2%	23.5%
Others #	(155)	(103)		(89)	(45)		
Raymond Consolidated	**6,145**	**4,316**	**42%**	**943**	**523**	**15.3%**	**12.1%**

** 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

Key Focus Areas

Key Focus Areas

Go to Market

- New Product & Range Development
- On time availability of new range of products

Digital Imperatives

- Exclusive Merchandise for Online
- Fasten Omni Channel integration
- Inclusive planning with e-com players

Liquidity Management

- Focus on working capital management
- Monitoring inventory levels and collection from customers

Cost Rationalization

- Continued focused on optimizing operating expenses
- A&SP, Marketing, SG&A and Rentals

Go to Market Initiatives - Suiting

Ultimo Black – Black superior fabric

- **Ultimo black superior fabric** that can be adorned for any occasion
- Range has been expanded with the introduction of Super 130s and Super 140s black

Gifting Moments – Customised Gifts

- Customize the Gift pack as per choice of Fabric color , Combinations, personalized messages, themes, create hashtags , Personal photos / moments

Go to Market Initiatives - Shirting

REGIO ITALIA - Collection of finest Italian suiting materials

- **Signature Italian fashion prints** and yarn dyed designs in Silk, Cotton and Linen suited for both occasion and formal wear

Go to Market Initiatives - Shirting

Vibez – 2.0

- **Larger than life fashion prints in** intricate ikat patterns, graphic multi-coloured combination stripes, soft watercolour marked tie dyes, unconventional artistic patterns.

SUSTAINOVA

No exposure to chemicals

Good for farmers

Good for sensitive skin

Better for the environment

Preserve pure Cotton benefits

Conserves water

- Sustainable fibers like Organic cotton, Hemp, Bamboo and Eco Dyes good for Environment.

Go to Market Initiatives - Apparel

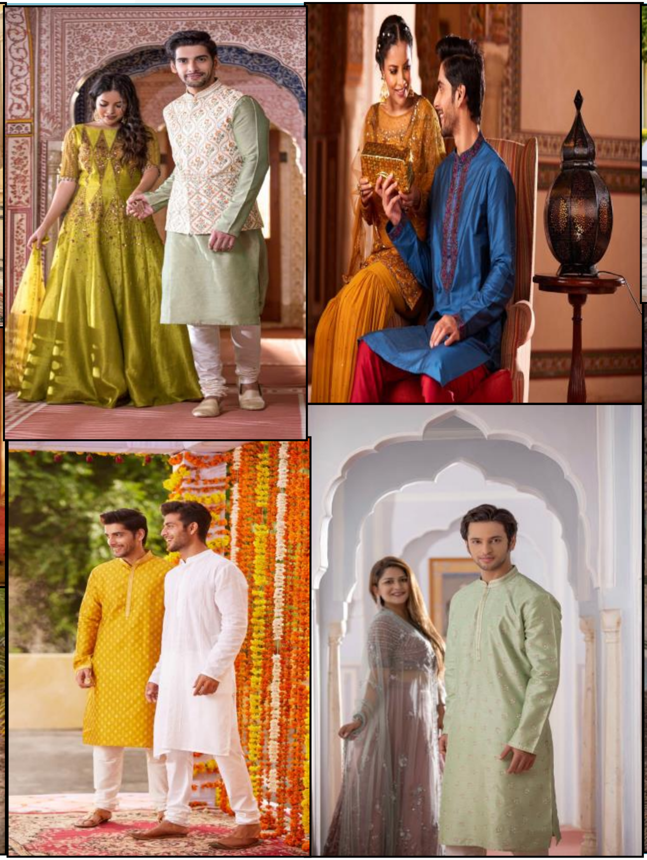
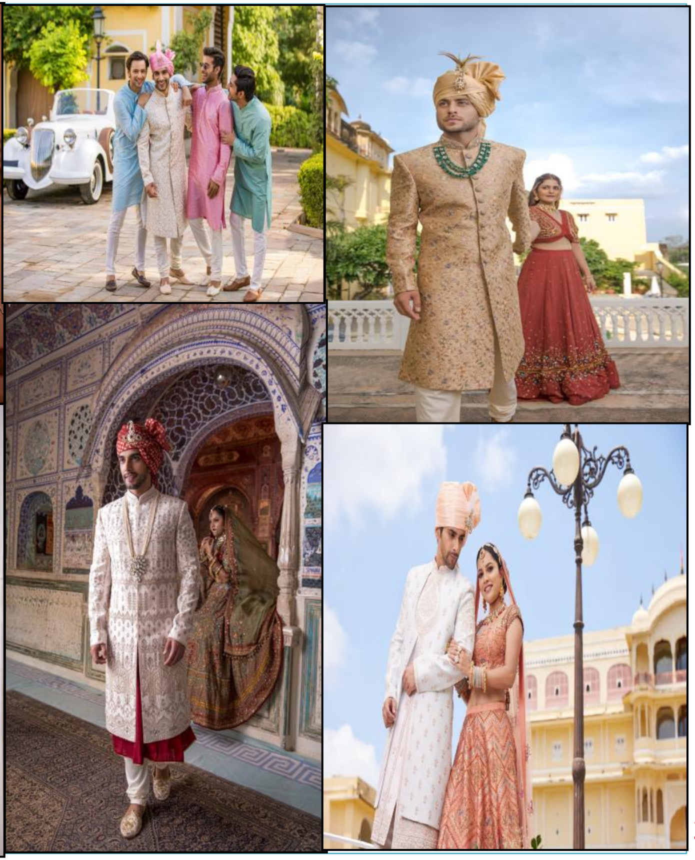
ColorPlus - Chinos

Stain-free, Stretchable and Travel Friendly

Park Avenue – Wrinkle Free Shirt

Wrinkle-free Shirts & 100% Cotton

Go to Market Initiatives - Ethnics range for targeted Occasion

Smart Ethnix	Festive Collection	Wedding Collection
		

Parx Music Fiesta

Digital Imperatives: The new norm of business

Unified B2B Booking Application

Raymondmart.com :

- Unified Booking App for all dealer booking across Suiting, Shirting, Apparel & Home Business
- Single View of Dealers and Buyers
- Building foundation for a strong Dealer Management & Loyalty system unified at Lifestyle level

Digital Engagements

- Dynamic Digital Vouchers across Occasions based on shopping preference – eg: International Mens Day, Trouser Festival, Parx Music Fiesta, Navratri Color Days etc.
- Increased participation & higher redemption leading to cross sell & upsell

WhatsApp Commerce

- Designed an Innovative Commerce with cart and catalogue features with advanced AI & ML
- **Hyper personalised offering** with recommended system.

Smart Retail

Digitize Retail Stores :

- AI Vision based Video analytics expansion to over 600+ stores to be used to create real time footfall to conversion and sales analytics dashboard
- Focused retail KPI's from footfall to conversion to upsell & engagement

Continued Focus on Cost Optimization

Particulars (Rs Cr)	Q3FY23	Q2FY23	Q3FY22	Pre-Covid Q3FY20
Employment Cost	262	256	227	255
A & SP	65	60	41	71
Others expenses	261	224	210	253
Total Opex	**588**	**540**	**478**	**580**
Interest Cost	70	63	57	77
Total Cost	**658**	**603**	**535**	**657**
Total Opex to Revenue %	**26.7%**	**24.6%**	**25.5%**	**30.4%**
Total Revenue	**2,200**	**2,191**	**1,871**	**1,905**
EBITDA	**351**	**358**	**303**	**226**
EBITDA Margin	**15.9%**	**16.3%**	**16.2%**	**11.8%**

Revenue up 15% vs pre-covid Q3FY20

- **Post cost optimization** during last 2 years, the **increase in cost is mainly on account of inflation** on lower cost base
- **Delivered EBITDA margin of 15.9% vs. 11.8% (pre pandemic levels) driven by operating leverage**
- **Variable cost in-line with increase in sales**, planned higher A&SP spends catering to festive season

**Others include commission, freight, outsourcing cost, admin overheads and other expenses*

Net debt reduction by ₹354 Cr led by profitability and NWC optimization

- **NWC lower vs Sep-22 -** Decrease in working capital mainly due to reduction in receivables driven by strong collections

Particulars (INR Cr)	Dec'21	Mar'22	Sep'22	Dec'22	vs Sep'22	vs Dec'21
NWC	1,101	1,002	1,492	1,316	(176)	215
NWC - No of Days	54	45	62	55	(7)	1

- **Cash flow in Q3 FY23**: Operating Cash Flow @ ₹ 492 Cr and Free Cash @ ₹ 416 Cr
- **Cash flow in 9m FY23**: Operating Cash Flow @ ₹ 475 Cr and Free Cash @ ₹ 244
- **Gross Debt at ₹ 2,022 Cr. lower** by ₹ 74 Cr. vs Sep'22 and lower by ₹ 103 Cr. vs Dec'21
- **Net debt marginally decreased** by ₹ 354 Cr. vs Sep'22 and was lower by ₹ 321 Cr. vs PY

Particulars (INR Cr)	Dec'21	Mar'22	Sep'22	Dec'22	vs Sep'22	vs Dec'21
Net Debt	1,253	1,088	1,286	932	(354)	(321)
Net Worth	2,176	2,436	2,668	2,787	119	611
Net Debt / Equity (X)	0.58	0.45	0.48	0.33		

- **Strong liquidity levels maintained at ₹ 1,090 Cr**

Particulars (INR Cr)	Dec'21	Mar'22	Sep'22	Dec'22
Cash & Cash equivalents	872	979	810	1,090

Segment Financials

Branded Textile

Branded Textile

Particulars (INR Cr)	Q3FY23	Q3FY22	% Var.	9m FY23	9m FY22	% Var.
Net Sales	**902**	**899**	**-**	**2,462**	**1,904**	**29%**
EBITDA	**189**	**190**	**-**	**505**	**291**	**74%**
EBITDA margin	*20.9%*	*21.2%*		*20.5%*	*15.3%*	

- **Branded Textile** segment sales performance driven by:
  - Festive season contributed to sales across primary channels and our pan-India retail network with consumers opting for our innovative offerings
  - Continued demand for premium products in both suiting and shirting
  - The quarter also saw product driven marketing campaigns such as TechnoStretch series
  - The Raymond Shop (TRS) network witnessed ~24% growth in average transaction value (ATV) vs. pre-covid level

- Maintained EBITDA levels in the quarter


0848
Branded Apparel

Branded Apparel

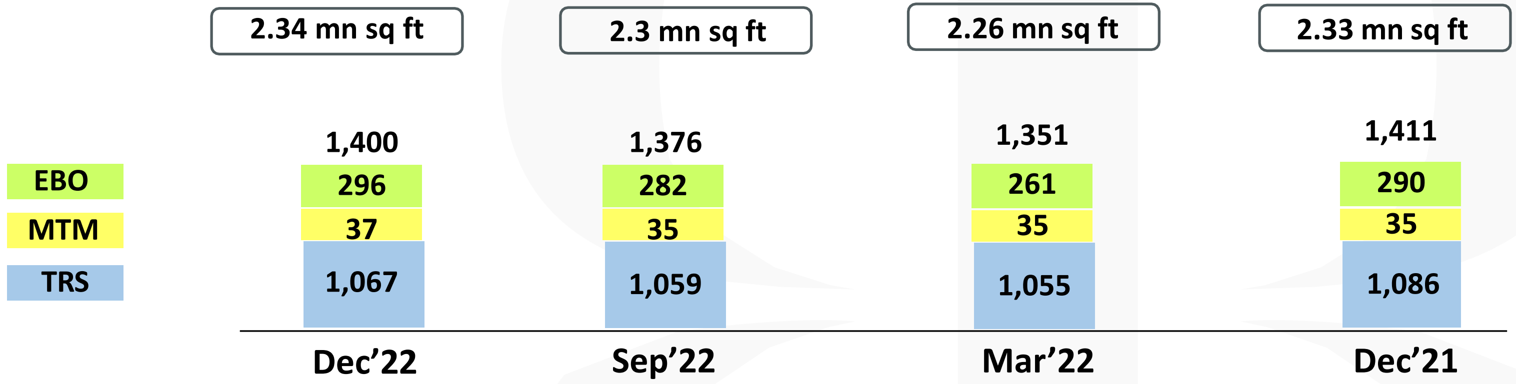
Particulars (INR Cr)	Q3FY23	Q3FY22	% Var.
Net Sales	**364**	**316**	**15%**
EBITDA	**41**	**34**	**20%**
EBITDA margin	*11.2%*	*10.7%*	

9m FY23	9m FY22	% Var.
996	**612**	**63%**
91	**12**	**637%**
9.2%	*2.0%*	

- Branded Apparel segment recorded a sales growth of 15% in Q3F23 vs PY
  - Driven by strong consumer demand for festive related purchases
  - Growth across brands led by ‘Raymond Ready to Wear’ and ‘Ethnix by Raymond’
  - Witnessed growth across our trade channels and retail network
- Reported EBITDA margin of 11.2% mainly due to better sales and continued operational efficiencies

Retail Network

Exclusive Retail Network



- 24 stores added in Q3 leading to network of 1,400 store in TRS,EBOs and MTM
- TRS network **witnessed ~24% growth in average transaction value (ATV)** in Q3FY23 vs. previous year same quarter

TRS – The Raymond Shop, MTM – Made To Measure, EBO – Exclusive Brand Outlet


Garmenting

Garmenting

Particulars (INR Cr)	Q3FY23	Q3FY22	% Var.	9m FY23	9m FY22	% Var.
Net Sales	**282**	**203**	**39%**	**795**	**512**	**55%**
EBITDA	**26**	**17**	**47%**	**64**	**40**	**60%**
EBITDA margin	*9.1%*	*8.6%*		*8.0%*	*7.8%*	

- **Garmenting segment** reported a buoyant sales growth of 39% in Q3F23 vs PY
  - Continued demand from existing customers & new customer acquisitions in US & Europe markets
  - Growth in bulk business orders and tailored clothing, leading sales momentum
  - Healthy momentum in orderbook maintained with China+1 adoption & consolidation of vendors
- EBITDA margin for the quarter was 9.1% as compared to 8.6% in the previous year mainly due to operating leverage and operational efficiency

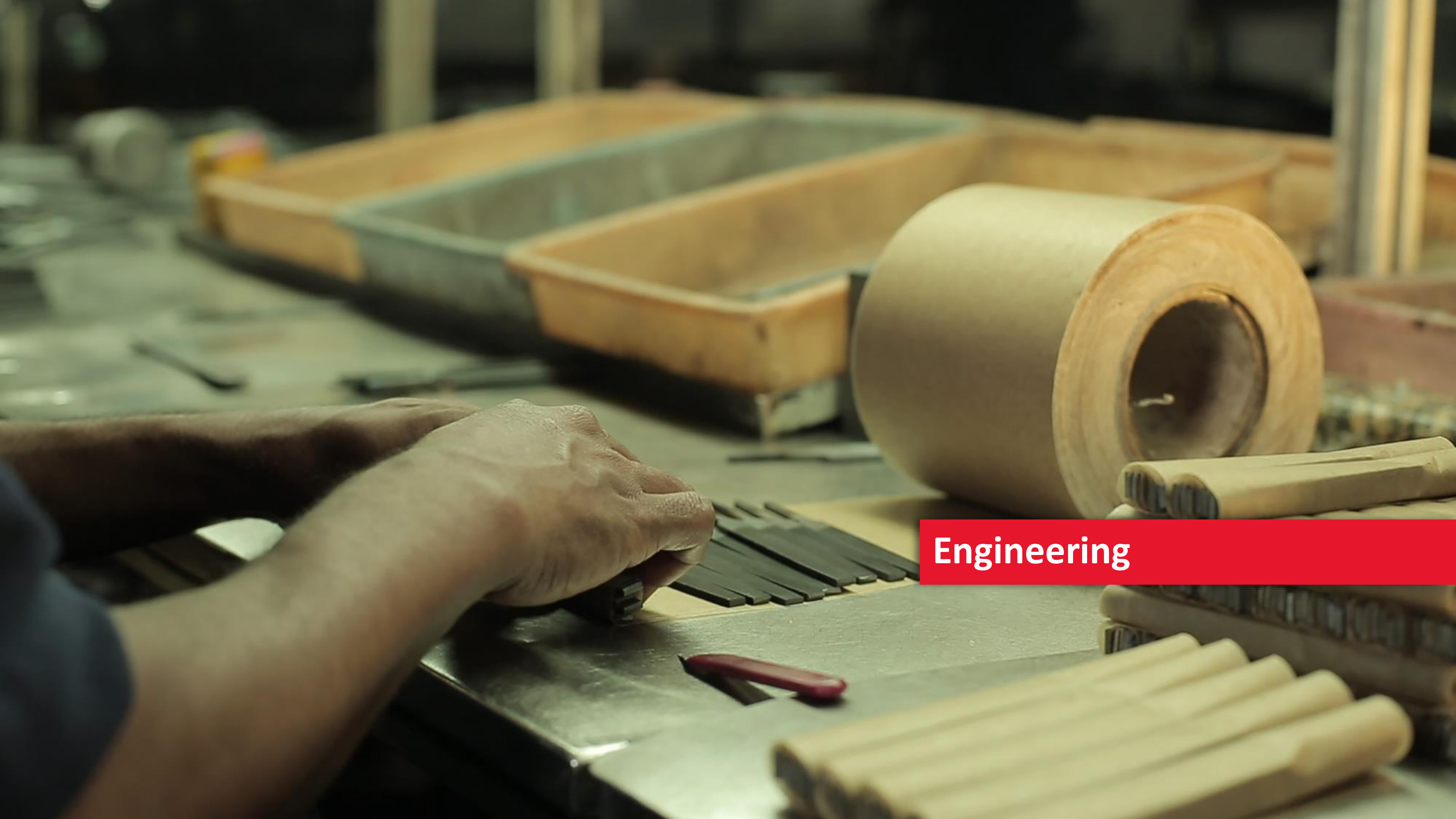

High Value Cotton Shirting

High Value Cotton Shirting

Particulars (INR Cr)	Q3FY23	Q3FY22	% Var.	9m FY23	9m FY22	% Var.
Net Sales	**195**	**148**	**32%**	**575**	**397**	**45%**
EBITDA	**21**	**13**	**64%**	**65**	**45**	**46%**
EBITDA margin	*10.7%*	*8.6%*		*11.3%*	*11.3%*	

- Segment sales grew by 32% in Q3FY23 vs PY, led by higher demand for our cotton & linen fabric offerings by our B2B customers in domestic market
- EBITDA margin at 10.7% during the quarter, higher by ~210 bps compared to PY, operational efficiencies and operating leverage

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


Engineering

Engineering Business

Particulars (INR Cr)	Q3FY23	Q3FY22	% Var.
Net Sales	**208**	**209**	**-**
EBITDA	**33**	**31**	**5%**
EBITDA margin	*15.8%*	*15.0%*	

9m FY23	9m FY22	% Var.
646	**607**	**6%**
89	**89**	**-**
13.8%	*14.6%*	

- On aggregate basis, the sales was ₹208 Cr as compared to ₹209 Cr in previous year.
- Sales growth was witnessed in domestic markets in most categories, and export markets were impacted by Euro depreciation and lower demand due to global inflationary economy, however witnessed growth in Ring Gears, Drills and others
- EBITDA margin was higher by ~80 bps as compared to PY, mainly due to operational efficiencies

** Engineering business is aggregation of JK Files & Engineering Ltd, JK Talabot Ltd and Ring Plus Aqua Ltd (RPAL)*
The results shown above are for 100% operations and include minority interest

Raymond | REALTY

Go Beyond

Raymond Realty – Go Beyond

Raymond's maiden venture into Real Estate

Project

- Overall 20 acres of residential development

Project Details

- TenX Habitat
- Total 10 towers with ~2.8 mn sq.ft of saleable area
- Total units planned for sale: 3,103 | **2BHK:** 2,463; **1BHK:** 640
- The Address by GS
- Total 2 towers with ~1.1 mn sq.ft of saleable area
- Total units planned for sale: 549 | **4BHK:** 188; **3BHK:** 316, **5BHK & above:** 45

Q3 Highlights

- **Maintains strong momentum in bookings** with 151 units in Q3 in TenX Habitat project and 62 units in The Address by GS project.
- **Cumulative bookings till Dec-22:** 2337 Units in TenX Habitat and 411 units in The Address by GS Project
- **Growth drivers in Q3**: Festive Season, Before RERA Timeline Possession for 3 Towers, Fast paced construction, Launch of New Inventory in both projects.
- **Construction linked milestone:** Paid by majority of the customers

Ten X Habitat - 3 towers delivered 2 years ahead of RERA Timeline

Towers 1, 2, 3, 4 and 5

Towers 6, 7, 8, 9 and 10

Reference Image – Central Amenities

Reference Image – Building Elevation

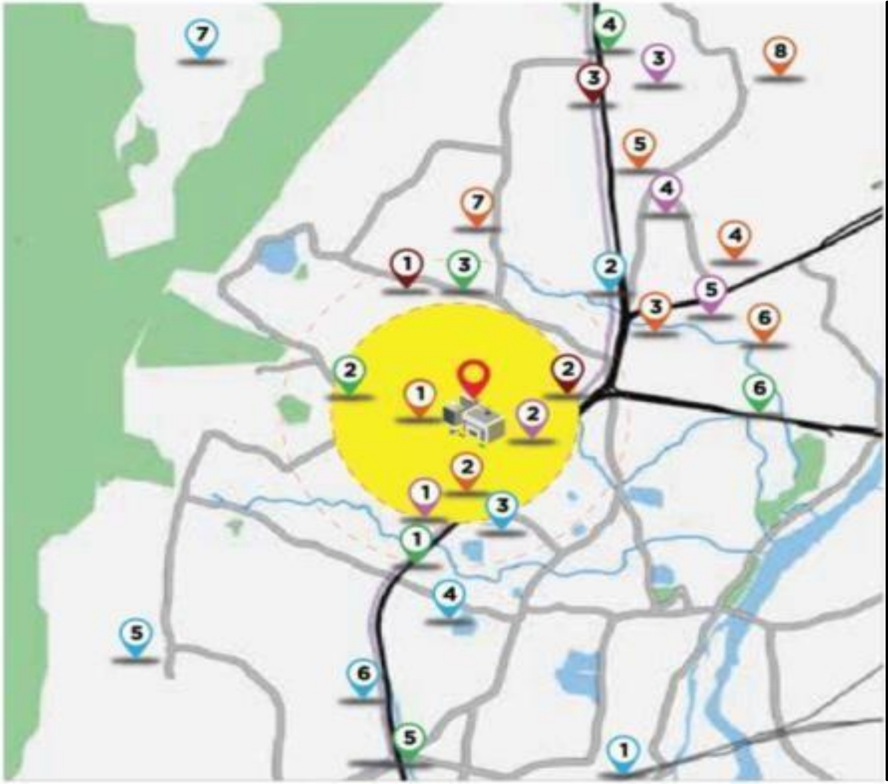
The Address of GS – Construction in full swing

Reference Image – Building Elevation

Tower A – Podium – 5 slab completed

Tower B – Podium 3 slab completed

Excellent Connectivity & Eco-system



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

Highway
Road
Railway Line
Upcoming Metro
Water Body
Greenland / Park

Booking Update – KPI's

Total booking value for the two projects in current year ₹ 1,137 Cr (9mFY23)

Ten X as on Dec 31st 2022:

Particulars	Till Mar-22	Q1FY23	Q2FY23	Q3FY23	9m FY23	Project till date
Bookings:						
No of Bookings	1909	157	120	151	428	2,337
Saleable Area (Mn. Sq. ft.)	1.66	0.14	0.12	0.14	0.40	2.06
Value of Bookings (Crs.)	1887	175	148	192	515	2,402
Customer Collections (Crs.)	1096	193	311	231	735	1831

The Address by GS as on Dec 31st 2022:

Particulars	FY22	Q1 FY23	Q2 FY23	Q3 FY23	9m FY23	Project till date
Bookings:						
No of Bookings	179	102	68	62	232	411
Saleable Area (Mn. Sq. ft.)	0.33	0.21	0.13	0.14	0.48	0.81
Value of Bookings (Crs.)	400	270	164	188	622	1,022
Customer Collections (Crs.)	41	38	124	79	241	282

Particulars (INR Cr)	Q3FY23	Q3FY22	% Var.	9m FY23	9m FY22	% Var.
Net Sales	**292**	**175**	**67%**	**826**	**386**	**114%**
EBITDA	**75**	**36**	**104%**	**217**	**91**	**138%**
EBITDA margin	*25.5%*	*20.8%*		*26.2%*	*23.5%*	

Current Status and Outlook

Current Status of Operations & Outlook

Company expects to be on profitable growth momentum

Domestic Market: While Q4 began with moderate consumer sentiments, expecting uptick in consumer demand in the wedding season in the coming months

Exports market: Concerns of inflation in US & Europe markets remain however strong order book in place for near term in Garmenting business

Real Estate: Construction activity in full swing in compliance with all the relevant guidelines

Closely monitoring **rising input prices and inflation impacting demand**

Continued focus on liquidity management

Chairman & Managing Director on Q3FY23 performance

"Raymond continues to leverage the buoyancy in domestic markets as the festivities added to the fervor of good consumer demand leading to delivering highest ever revenues in a quarter. I am happy to share, that this is the fifth straight quarter where we have registered strong performance and overall generated free cash flows to further deleverage the balance sheet to below ₹ 1,000 Cr of net debt levels. Realty has set an industry benchmark by delivering 3 towers, 24 months ahead of RERA timelines and have achieved this commendable feat in just three years of real estate business operations."

Gautam Hari Singhania
Chairman and Managing Director

Company Overview

95+ year old diversified group with strong presence across sectors

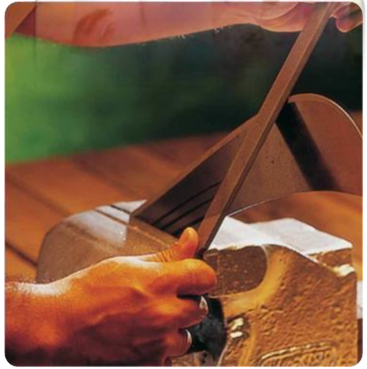
Suiting

Shirting

Apparel

Retail Presence

Garmenting



Engineering

Real Estate

Denim

FMCG

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

Group Overview

Group Size

- Revenue size of ~ ₹ 8,000 Cr

Manufacturing

- State-of-the-art 19 manufacturing facilities at strategic locations in India and 1 in Ethiopia

Employment

- Workforce of 30,000+

Reach

- Wide reach in 600+ towns & cities in multiple businesses in India
- Global footprint in 95+ countries

Note: Aggregated revenues of FY22 of Raymond consolidated along with FMCG associate and Denim JV. Workforce includes frontline and plant staff

Raymond Group led by

Gautam Hari Singhania
Chairman and Managing Director
Raymond Ltd

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

S L Pokharna
Director - Raymond Ltd

Rajeev Bakshi
Non Executive Chairman
Raymond Consumer Care Ltd
Ex – Metro, Pepsi and Cadbury

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

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

Balasubramanian V
MD – JK Files & Engineering Ltd
Ex- Eaton Industrial, Bosch Chassis

Hemant Lakhotia
CEO – Tools & Hardware
Ex- Schneider Electric, Crompton Greaves

Harmohan Sahni
CEO – Realty
Ex- ECL Finance
Gcorp Developers

Arvind Mathur
CEO - Denim
Ex- Coats Plc

Debjit Rudra
CEO - FMCG
Ex- Dr Reddy's Lab, GSK Consumer Healthcare, HUL

Commands Market Leadership across our Businesses

Suiting

~65% market share in worsted suiting

Shirting

Largest Branded player in shirting fabrics

Apparel

Amongst top 3 menswear players

Garmenting

Largest exporter of men's suits, jackets & Denim

Engineering

#1 brand in steel files:
>60% market share in India
>50% market share in Africa

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

Denim

Leading Manufacturer of International Brands

FMCG

Market leader in Aerosol in Fragrances

Manufacturing Excellence

Fabric & Garmenting

Suiting

Manufacturing world's finest fabric
250s – worsted suiting

Shirting

Manufacturing world's finest fabric
340s – cotton fabric
150 lea linen fabric

Denim

Manufacturer of high quality denim fabrics & garments to top Global & Indian brands

Garmenting

End to end integrated garment manufacturer 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

Manufacturing Excellence - Engineering, FMCG & Real Estate

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 – 20.4 mn units
- Ring Gears – 9.1 mn units
- Flex plates – 0.6 mn units
- Bearings – 5.7 mn units

FMCG

Amongst the top player in India's Sexual wellness category

Aggregate Capacity:

~400 mn pieces

Real Estate

- Fast paced construction activity
- Acceptance of design

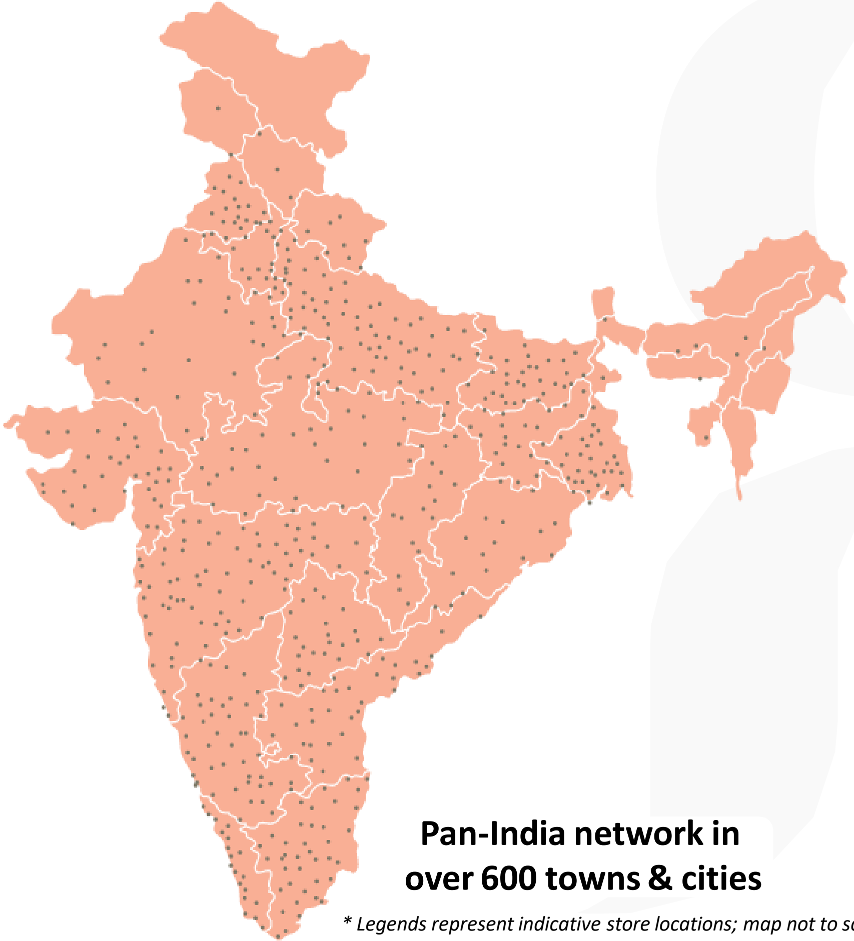
Total Inventory:

Ten X: 3,103 units

The Address by GS: 549 units

Domestic presence

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



Pan-India network in over 600 towns & cities

** Legends represent indicative store locations; map not to scale*

Branded Textiles	20,000+ POS
Branded Apparel	8,000+ POS
Retail (2.34 mn sq. ft)	1,400 stores | ~95% franchisee
Engineering	~1.5 lakh POS
FMCG	6.5 lakh+ POS

International Presence

Global Footprint in 95+ Countries through diversified businesses

45 retail stores in overseas location

Overseas Store Location   Manufacturing Location

** Legends represent indicative store locations; map not to scale*

Our Brands - Home grown portfolio of renowned brands with high recall value

Branded Textile

Raymond FINE FABRICS SINCE 1925

Raymond Made to Measure

Branded Apparel

Raymond

PARK AVENUE

ColorPlus

parx

ethnix by Raymond

FMCG

PARK AVENUE

KamaSutra

KS DEOS

PREMIUM

Real Estate

Raymond REALTY Go Beyond

TEN X HABITAT

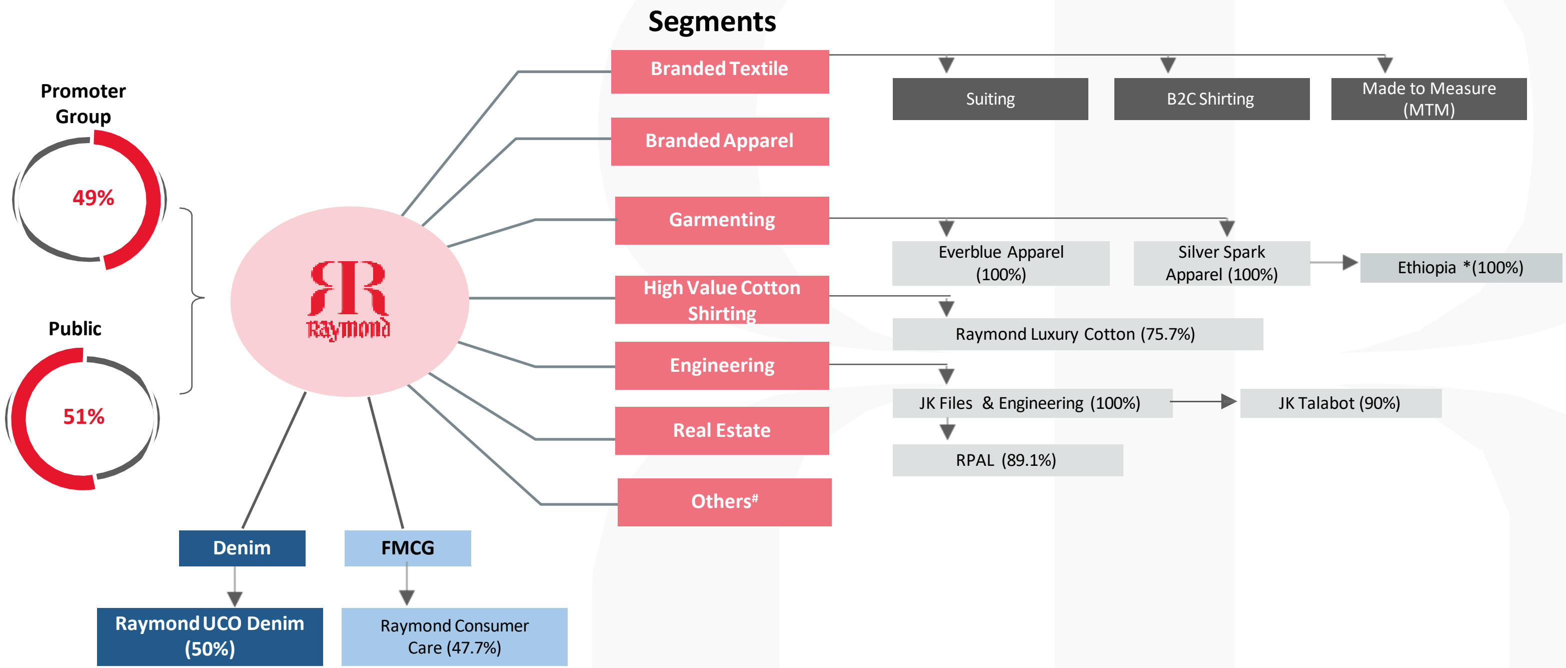
Engineering

JK Super Drive

Umbrella Brand

Presence in Africa & Asia through multiple sub- brands

Raymond Group at a Glance



(1) Raymond shareholding pattern as of 31st December, 2022 as per BSE

(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

Thank You

www.raymond.in