

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

February 01, 2019

The Department of Corporate Services - CRD
BSE Limited
P.J. Towers, Dalal Street
Mumbai - 400 001
Fax No.22722037 / 39 / 41
Scrip Code: 500330

The National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Bandra-Kurla Complex
Bandra (East), Mumbai - 400 051
Fax No. 6641 8125/26
Symbol: RAYMOND

Luxembourg Stock Exchange
SOCIETE DE LA BOURSE DE LUXEMBOURG,
35A, Boulevard Joseph II,
L-1840 Luxembourg
Trading Code : USY721231212

Dear Sir / Madam,

Sub: Intimation pursuant to Regulation 30 and Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investors Presentation

Further to our letter dated January 23, 2019 we wish to inform that the guidance for EBITDA margin improvement for fourth quarter, FY2018-19 had been mentioned as 50 bps instead of 100 bps over previous year.

We have enclosed the revised Investors Presentation for dissemination.

This is for your information and record.

Thanking you,

Yours faithfully,
For RAYMOND LIMITED


Thomas Fernandes
Director - Secretarial &
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

Result Presentation

Quarter ended December 31, 2018



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. The Company assumes no responsibility and does not provide any warranty to the accuracy or comprehensiveness of the information contained in this presentation.
- This presentation is not intended to be a “prospectus” (as defined under the Companies Act, 2013, SEBI Regulations and relevant provisions of applicable laws, the Companies (Prospectus and Allotment of Securities) Rules, 2014). This is for information purposes only and does not constitute or form part of, and should not be considered as any offer for sale or subscription of or solicitation or invitation of any offer to buy or subscription for securities in any jurisdiction. No part of this presentation and the information contained herein should form the basis of, or be relied upon, in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities.
- Statements in this presentation describing the Company’s objectives, projections, estimates, expectations or predictions may constitute forward looking statements. Such statements are based on the current expectations and certain assumptions of the Company's management, and are, therefore, subject to risks and uncertainties. Actual results may differ materially from those expressed or implied. The Company neither intends, nor assumes any obligation to amend, modify, revise or update these forward looking statements, on the basis of any subsequent developments which differ from those anticipated.

Table of Contents

Market Overview	04
Initiatives and Awards	06
Financial Highlights	09
Performance of Segments	15
Way Forward	30
Raymond Realty	32



Market Overview

Market Overview

Textile

- Growth led by higher volumes mainly due to festivities in Q3 and upcoming wedding season in Q4
- Raw material cost continue to remain high

Apparel & Retail

- Strong SSSG expected due to shift in festive season in Q3
- Network Expansion, early EOSS and promotional schemes expected to drive volumes
- Improvement in EBITDA margin likely due to operational efficiency

Auto

- Muted festive demand due to weak market sentiments
- Volumes impacted due to higher fuel prices, rise in insurance costs and adverse interest rates
- EBITDA margin to compress mainly due to lower volumes and realization (higher discounts)

FMCG

- Growth driven by sustained rural demand
- Gross margin likely to be impacted due to input cost inflation
- Increased competitive intensity through online platforms



Initiatives and Awards

Initiatives



Mini TRS



70 mini TRS added in Q3FY19; totaling to 209 stores as at Dec'18

Style play



5 Stores opened in Q3FY19; totaling to 16 stores as at Dec'18

Tailoring Hubs



5 tailoring hubs added in Q3FY19, totaling to 38 hubs as at Dec'18

Awards

Shared Service Team



GOLD Award in the category **'Excellence in Transformation'** at Shared Service Outsourcing Network (SSON) regional awards

Supply Chain and Logistics



CII National Scale award for **'Exemplary position'** under Retail Category

Communication and Media



Silver Award for **'Excellence in Communication & Media'** at Big Bang Awards, 2018

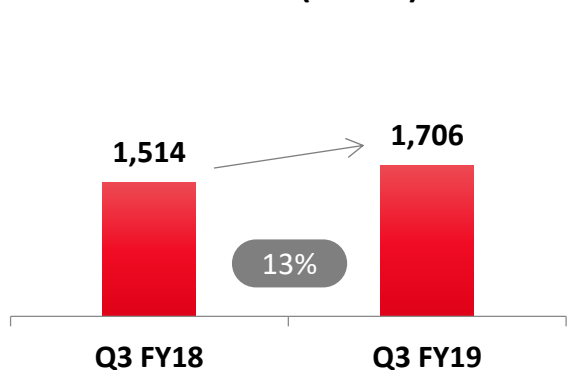


Financial Highlights

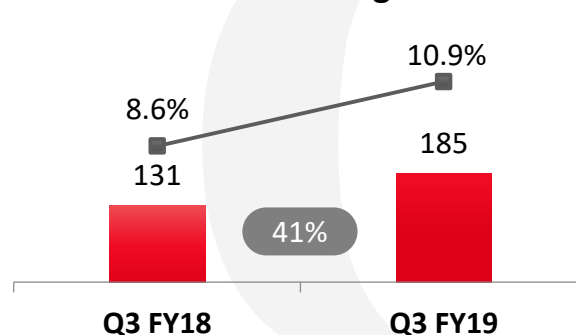
Financial Highlights – Q3FY19



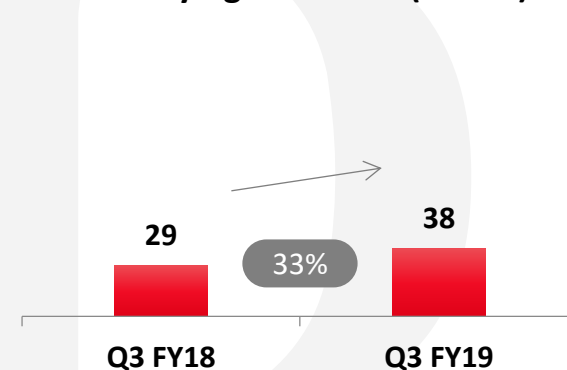
Revenue (INR Cr)



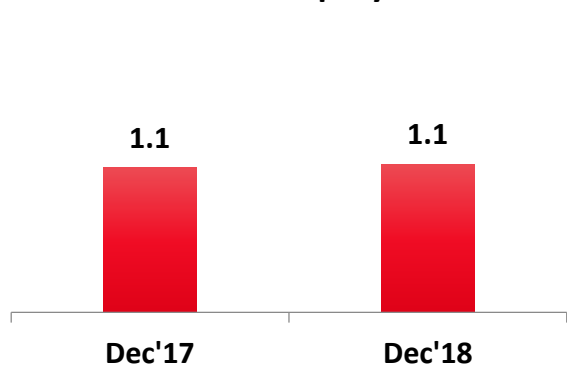
EBITDA (INR Cr) & EBITDA margin %



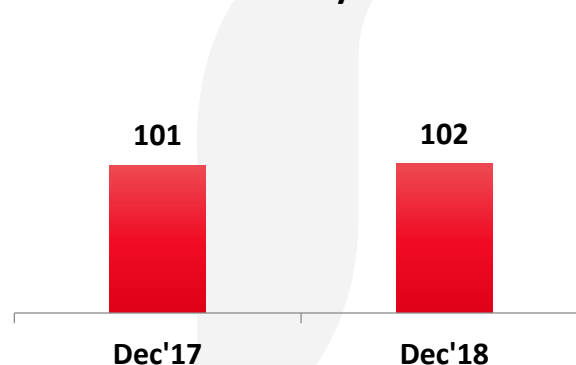
Underlying Net Profit (INR Cr)



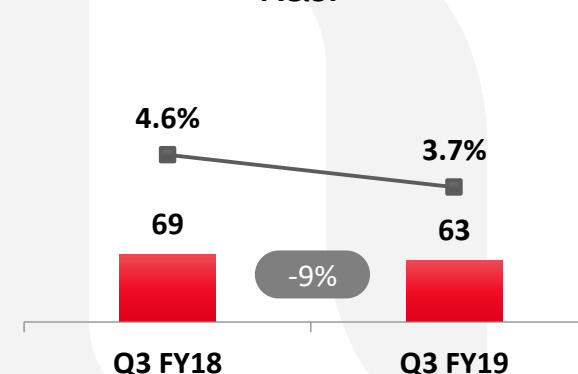
Net Debt to Equity Ratio



NWC days*



A&SP



*on TTM Basis

Consolidated Results



Particulars (INR Cr)	Q3 FY19	Q3 FY18	Y-o-Y%
Net Revenue	1,706	1,514	13%
Net Sales	1,675	1,484	13%
EBITDA	185	131	41%
<i>EBITDA margin</i>	<i>10.9%</i>	<i>8.6%</i>	
PBT before exceptions	67	42	58%
<i>PBT margin</i>	<i>3.9%</i>	<i>2.8%</i>	
Underlying Net Profit (before exceptions)	38	29	33%
Exceptional items (net of tax)	-1	0	
Net Profit	38	29	30%
<i>Profit margin</i>	<i>2.2%</i>	<i>1.9%</i>	

9m FY19	9m FY18	Y-o-Y%
4,871	4,370	11%*
4,774	4,277	12%
507	370	37%
<i>10.4%</i>	<i>8.5%</i>	
179	116	54%
<i>3.7%</i>	<i>2.7%</i>	
103	62	66%
-2	19	
100	82	23%
<i>2.1%</i>	<i>1.9%</i>	

* Lower revenue recognition by ~1%, due to revenue booking "net of excise" post GST as against gross earlier

Segment Results – Q3 FY19



Particulars (INR Cr)	Revenue (INR Cr)	Growth (YoY%)	EBITDA (INR Cr)	EBITDA Margin	EBITDA Margin % (LTL*)	Y-o-Y Change
Branded Textiles	848	10%	125	14.8%	15.6%	26 bps
Branded Apparels	397	20%	9	2.2%	2.7%	251 bps
Garmenting	185	14%	7	3.8%	4.6%	49 bps
High Value Cotton Shirting	159	7%	22	14.0%	14.8%	415 bps
Tools and Hardware	100	2%	12	11.8%	11.8%	176 bps
Auto Components	64	30%	14	21.8%	21.8%	-192 bps
Others #	-47	-	-4	-	-	-
Raymond Consolidated	1,706	13%	185	10.9%	10.9%	221 bps

* EBITDA Margin LTL: Like to Like EBITDA margin excluding common cost allocation for comparable basis

Company entered into contracts with group companies for allocation of common costs from the Q1 FY19, resulting in allocation to its group companies / business segments. The impact on net profit of the group is insignificant

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

Segment Results – 9m FY19

Particulars (INR Cr)	Revenue (INR Cr)	Growth (YoY%)	EBITDA (INR Cr)	EBITDA Margin	EBITDA Margin % (LTL*)	Y-o-Y Change
Branded Textiles	2,321	10%	303	13.0%	13.9%	-31 bps
Branded Apparels	1,158	13%	29	2.5%	3.1%	229 bps
Garmenting	567	16%	32	5.7%	6.5%	199 bps
High Value Cotton Shirting	492	14%	69	14.0%	14.8%	420 bps
Tools and Hardware	300	9%	35	11.6%	11.6%	291 bps
Auto Components	191	22%	43	22.8%	21.6%^	85 bps
Others #	-158		-4			-
Raymond Consolidated	4,871	11%	507	10.4%	10.4%	193 bps

* EBITDA Margin LTL: Like to Like EBITDA margin excluding common cost allocation for comparable basis
 Company entered into contracts with group companies for allocation of common costs from the Q1 FY19, resulting in allocation to its group companies / business segments. The impact on net profit of the group is insignificant

^ Auto Components: EBITDA Margin is excluding one time gain

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

Balance Sheet & Cash Flow Performance Indicators

Particulars (INR Cr)	Dec'17	Dec'18
Net Worth	1,830	1,963
Net Debt	1,988	2,185
Cash Flow from Operations	188	226
Free Cash Flow	35	94

Key Ratios	Dec'17	Dec'18
Net Debt / Equity	1.1	1.1
Net Working Capital Days (TTM basis)	101	102



Performance of Segments



Branded Textiles

Branded Textile

Particulars (INR Cr)	Q3 FY19	Q3 FY18	% Chg
Net Sales	848	768	10%
EBITDA	125	118	6%
<i>EBITDA margin</i>	<i>14.8%</i>	<i>15.3%</i>	
<i>EBITDA margin LTL</i>	<i>15.6%</i>	<i>15.3%</i>	

9m FY19	9m FY18	% Chg
2,321	2,113	10%
303	301	0%
<i>13.0%</i>	<i>14.3%</i>	
<i>13.9%</i>	<i>14.3%</i>	

*9m growth
Ex-GST: 11%*

- Increase in sales driven by volume growth in domestic business mainly in trade channels
 - ✓ Suiting grew by 13% driven by volume growth
 - ✓ Muted growth of 2% in Shirting
- EBITDA LTL margin higher mainly due to higher sales and lower discretionary spends
- Channel growth for the quarter

Channel Growth	Wholesale: -1%	TRS: 15%	MBO: 13%	Others: 21%
----------------	----------------	----------	----------	-------------



MADE TO PLAY



Branded Apparel

Branded Apparel

Particulars (INR Cr)	Q3 FY19	Q3 FY18	% Chg
Net Sales	397	332	20%
EBITDA	9	1	-
EBITDA margin	2.2%	0.2%	
EBITDA margin LTL	2.7%	0.2%	

9m FY19	9m FY18	% Chg
1,158	1,021	13%
29	8	272%
2.5%	0.8%	
3.1%	0.8%	

9m growth
Ex-GST: 16%

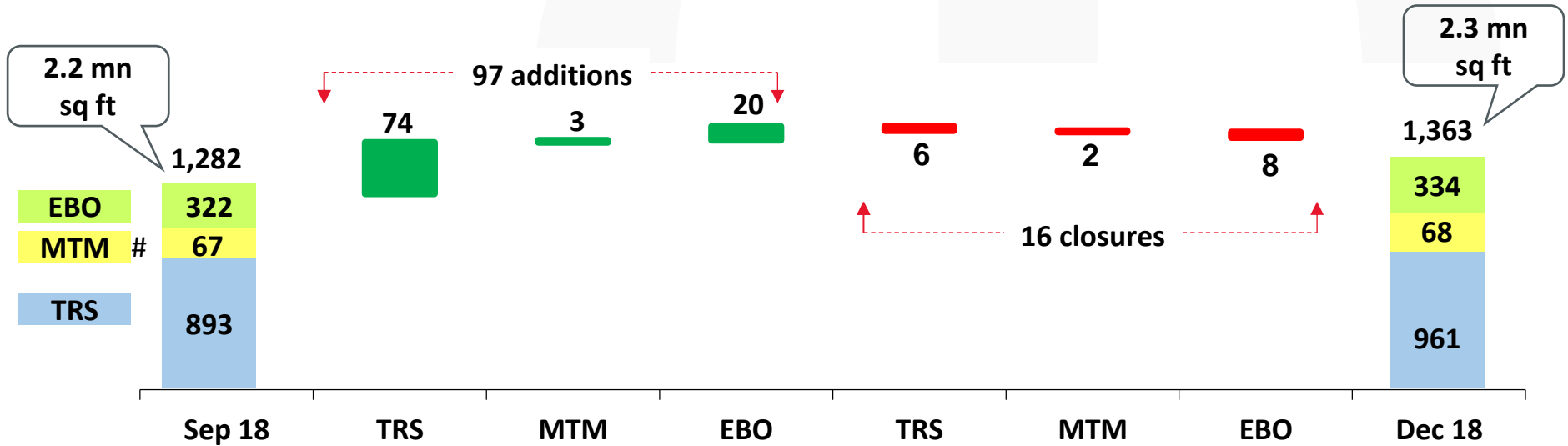
- Branded Apparel growth driven by
 - ✓ Strong growth in PA and Parx brands supported by new customer segments
 - ✓ Strong performance in EBO and MBO channels
- EBITDA Margin LTL improved mainly due to sales growth and better channel mix
- Brands and Channels growth for the quarter -

Brand Growth	PA: 21%	PX: 17%	CP: 8%	RTW: 5%
Channel Growth	MBO: 29%	EBO: 19%	LFS: 6%	TRS: -4%



Retail Network

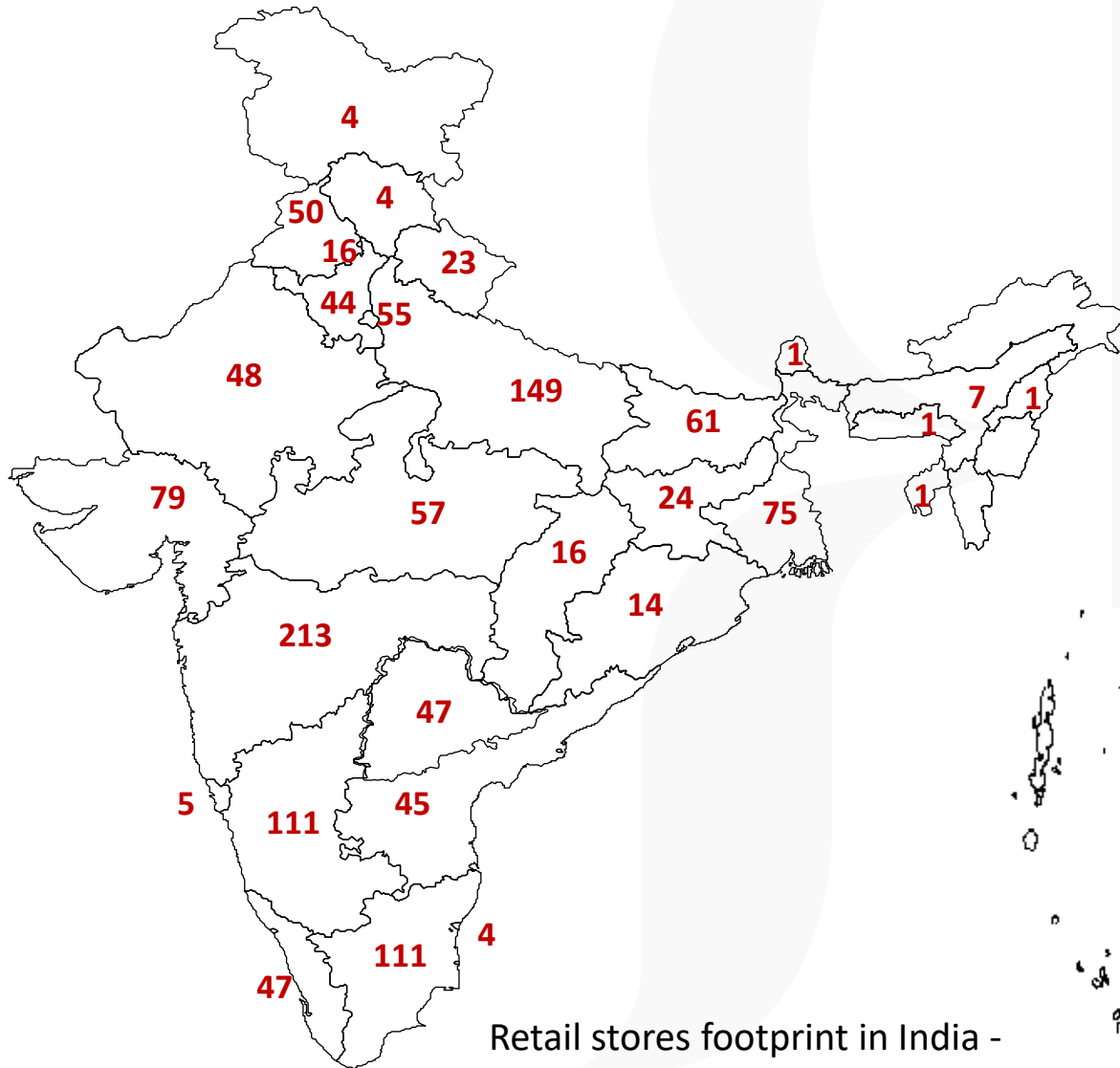
Exclusive Retail Network



- During the quarter
 - ✓ Added 97 new stores (including 70 mini-TRS) and closed 16 stores
 - ✓ 95 of 97 stores added on Franchisee basis in line with our strategy of asset light model
 - ✓ Currently 10 stores under renovation
- Blended sales growth across our retail formats was ~10%

**includes 43 converge stores as on Sep'18 and 46 as on Dec'18*

Strong Distribution Network



Retail stores footprint in India -
1,313 Domestic stores

Branded Textile

- 20,000+ points of sale across 600+ cities and towns
- 180+ Wholesalers
- 1350+ MBOs
- Across Raymond Shop (TRS) - Tier I to VI towns

Branded Apparel

- Presence in over 500 cities and towns
- 334 EBOs
- 4500+ MBOs
- 1300+ LFS
- Across Raymond Shop (TRS) - Tier I to VI towns

209 mini TRS as on Dec'18 across 180+ Towns



Garmenting

Garmenting

Particulars (INR Cr)	Q3 FY19	Q3 FY18	% Chg
Net Sales	185	162	14%
EBITDA	7	7	5%
<i>EBITDA margin</i>	3.8%	4.1%	
<i>EBITDA margin LTL</i>	4.6%	4.1%	

9m FY19	9m FY18	% Chg
567	490	16%
32	22	47%
5.7%	4.5%	
6.5%	4.5%	

*9m growth
Ex-GST: 16%*

- Growth led by exports in Europe and US
- EBITDA margin LTL improved to 4.6% due to better operational efficiencies



High Value Cotton Shirting

High Value Cotton Shirting

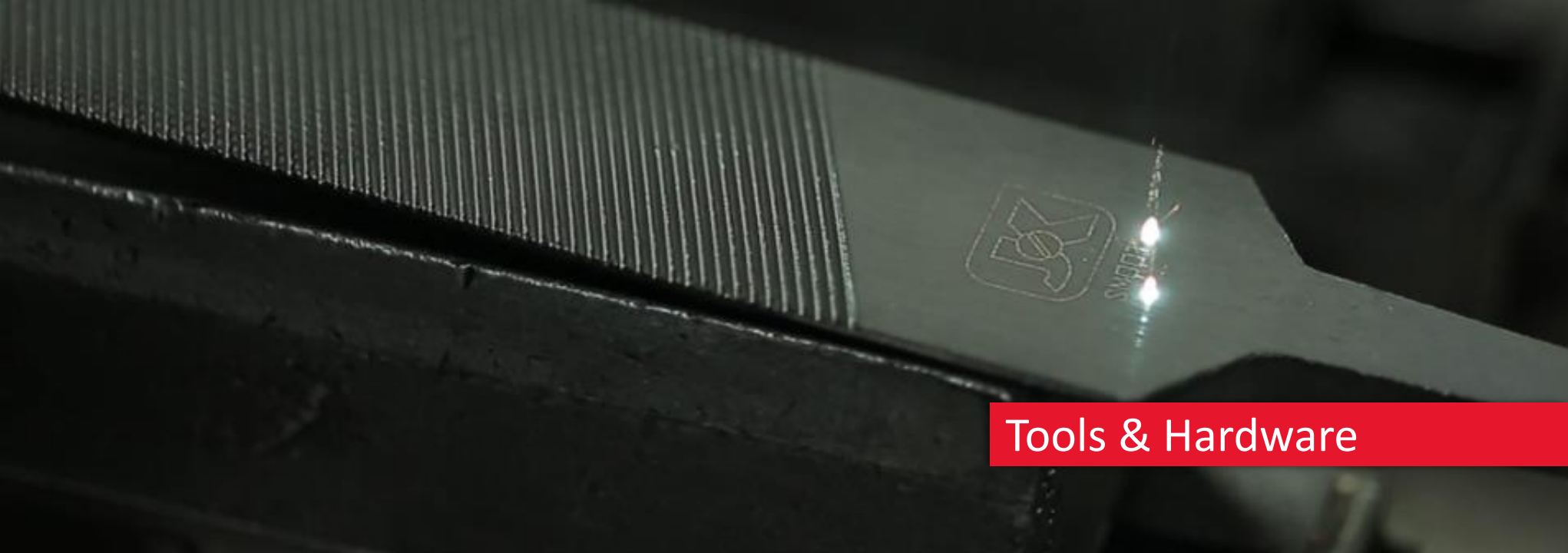
Particulars (INR Cr)	Q3 FY19	Q3 FY18	% Chg
Net Sales	159	149	7%
EBITDA	22	16	40%
<i>EBITDA margin</i>	<i>14.0%</i>	<i>10.7%</i>	
<i>EBITDA margin LTL</i>	<i>14.8%</i>	<i>10.7%</i>	

9m FY19	9m FY18	% Chg
492	430	14%
69	46	51%
<i>14.0%</i>	<i>10.6%</i>	
<i>14.8%</i>	<i>10.6%</i>	

*9m growth
Ex-GST: 15%*

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

- Sales growth led by yarn sales from Amravati plant
- EBITDA margin LTL improved to 14.8% mainly led by improved product mix and increased efficiency on account of stabilization of Amravati operations



Tools & Hardware



Auto Components

Tools and Hardware

Particulars (INR Cr)	Q3 FY19	Q3 FY18	% Chg
Net Sales	100	98	2%
EBITDA	12	10	20%
<i>EBITDA margin</i>	<i>11.8%</i>	<i>10.1%</i>	

9m FY19	9m FY18	% Chg
300	275	9%
35	24	45%
<i>11.6%</i>	<i>8.7%</i>	

*9m Growth
Ex-GST: 11%*

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

- Growth driven by better performance in exports markets
- Improvement in EBITDA margin by 176 bps led by operational efficiency and product rationalization

Auto Component

Particulars (INR Cr)	Q3 FY19	Q3 FY18	% Chg	9m FY19	9m FY18	% Chg
Net Sales	64	49	30%	191	156	22%
EBITDA	14	12	16%	43	36	21%
<i>EBITDA margin</i>	<i>21.8%</i>	<i>24.4%</i>		<i>22.8%</i>	<i>23.1%</i>	
<i>EBITDA margin LTL</i>	<i>21.8%</i>	<i>23.7%*</i>		<i>21.6%*</i>	<i>20.8%*</i>	

*9m growth
Ex-GST: 24%*

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

- Growth driven by strong demand from both domestic and international customers
- EBITDA margin declined due to higher raw material costs. Overall, the business is maintaining its profitable sales growth momentum

* EBITDA Margin LTL is excluding one time gain



Way Forward

Way Forward

- Expecting growth momentum to be maintained with positive consumer sentiments led by continued EOSS and onset of wedding season
- Continue with the asset light network expansion strategy mainly through franchisee based stores rollout
- For Q4, we are expecting high single digit revenue growth and EBITDA margin improvement by 100 bps over previous year



raymond | REALTY
Go Beyond

Raymond Realty – Go Beyond



Raymond's maiden venture into Infrastructure Development Sphere of Quality Housing

Project

20 acre of residential development with ~3 mn. sq. ft. of saleable area to be developed over 5 years

Strategic Location

Strategic location in Thane with developed social infrastructure such as Schools, Hospitals, Office spaces, Transportation

Quality

Endeavor to re-imagine living spaces with contemporary design and benchmarks of quality associated with Raymond

Experience

Future ready apartments integrated with world class amenities that gives luxurious feel of living in your own space

Current Project – Aspirational Housing: Phase 1

Phase 1 - Plan

- 2 High-rise towers of 42 floors with 2 BHK apartments with ~0.6 mn sq. ft. of saleable area
- Carpet area of flats:
 - 2BHK Compact - ~504 sq. ft.
 - 2BHK Large - ~615 sq. ft.

Key Approvals

- RERA registration received for Phase 1
- All regulatory approvals are in place / in-principle in place



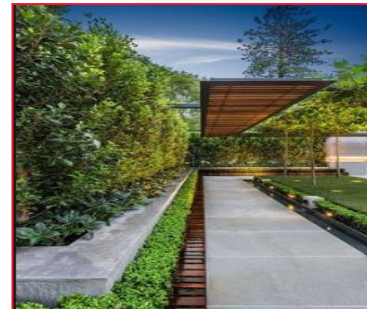
Amenities include



Rain water Harvesting



Energy Management



Landscape



Community Buildings

Project to be launched soon

Excellence to Execute

- Experienced real estate team
- Processes & systems in place
- Strong association partners include:



**Architect
Hafeez
Contractor**

Master Architect



ISO 9001:2000
EPICONS CONSULTANTS PVT. LTD

Structural Consultant

cracknell

Landscape



GODREJ & BOYCE

Green Consultant

- Raymond Core Strength



Aligned to Raymond “Value Creation” Strategy



- Land Monetization is a critical aspect in unlocking value at Raymond
- De-risked financial model in place
 - ❖ Cash-accretive project over the period of 5 years
 - ❖ Peak Funding Requirement
 - Avail Construction Finance on need basis
 - Possible sale of land parcel from remaining land bank



Thank You

www.raymond.in

