



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/22-23/128

November 3, 2022

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

Luxembourg Stock Exchange
Societe De La Bourse De Luxembourg,
35A, Boulevard Joseph II,
L-1840 Luxembourg
Trading Code : USY721231212

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 Half Year ended September 30, 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 Darji
Director-Secretarial &
Company Secretary

Encl.: A/a



REGISTERED OFFICE

Plot No. 156/H No. 2, Village Zadgaon,
Rainagiri - 415 612, Maharashtra
Tel: (02352) 232514
Fax: (02352) 232513

Raymond Limited

Q2FY23 Result Presentation

30th September, 2022



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 Auditors or the Board of Directors of the Company. Commentary in the presentation describes the reporting quarter's 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. This presentation 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 of securities in any manner. 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

Q2 Highlights	4
Financial Highlights	11
Key Focus Areas	15
Segment Financials	26
Business Consolidation	45
Current Status and Outlook	47
Company Overview	50



Q2 Highlights

Market Update

- **Domestic: Robust momentum from the previous quarter continued into Q2**
 - **Markets** witnessed buoyant demand driven by strong consumer sentiments, uptick in social gatherings and celebrations with onset of festivities
 - Healthy footfalls witnessed in retail outlets driving secondary sales
 - **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 exporters
 - **Demand levers:** China+1 strategy adoption, consolidation of vendors by major brands, coupled with favorable currency (US\$)
 - **Supply-chain issues** lingered during the quarter

Q2 FY23: Highest Revenue & Profitability in the last 10 years



Highest quarterly revenue of ₹ 2,191 Cr, up 38% vs. PY & 15% vs. pre-covid (Q2 FY20)



Highest quarterly EBITDA of ₹ 358 Cr with EBITDA margin of 16.3%



Highest PBT of 237 Cr & margin of 10.8% in a decade

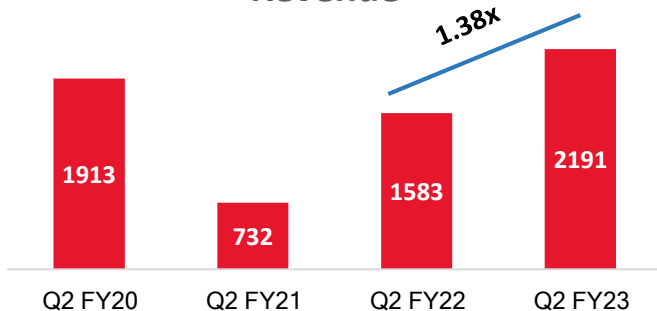


Decrease in net debt by ₹ 24 Cr, mainly due to generation of healthy EBITDA, offset by seasonally higher NWC to cater to upcoming festive & wedding demand

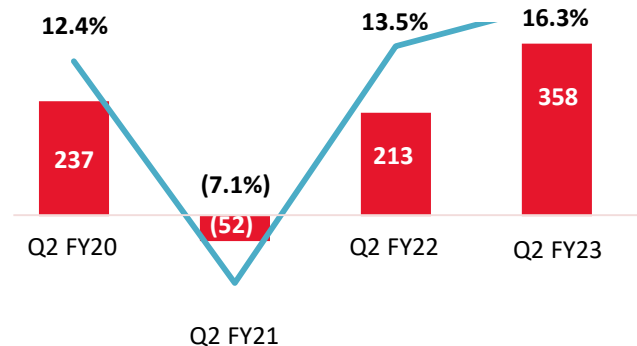
Q2FY23 – Highest Q2 Revenue & Profitability in last 10 years

₹ Cr.

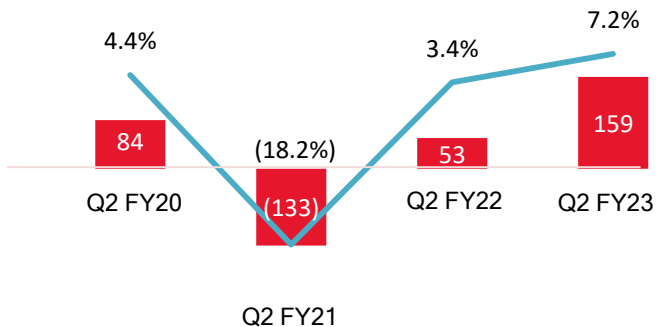
Revenue



EBITDA



PAT

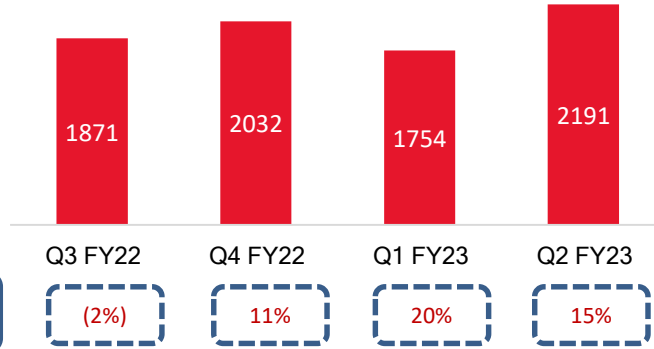


- Profitable topline growth across all businesses
- Revenue grew by 15% v/s pre-covid levels
- Focus continues on efficient cost management

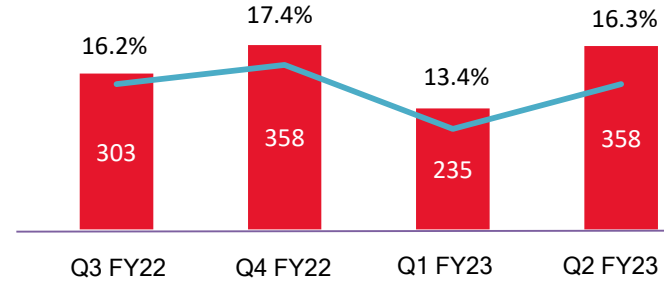
Consistently delivered strong QoQ performance in last 4 quarters

₹ Cr.

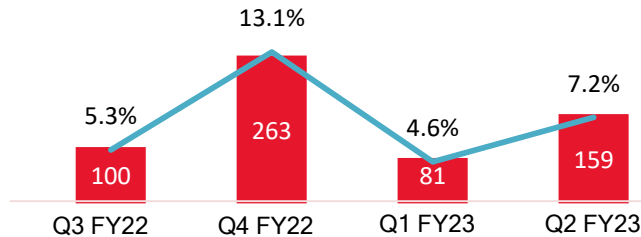
Revenue



EBITDA

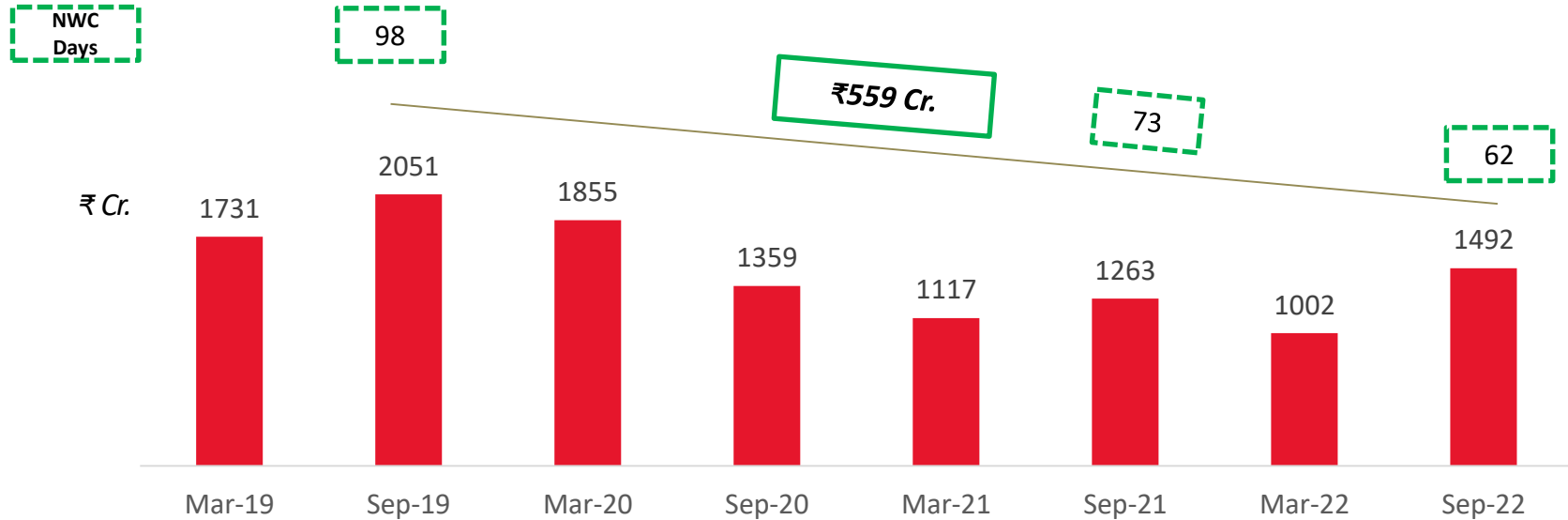


PAT



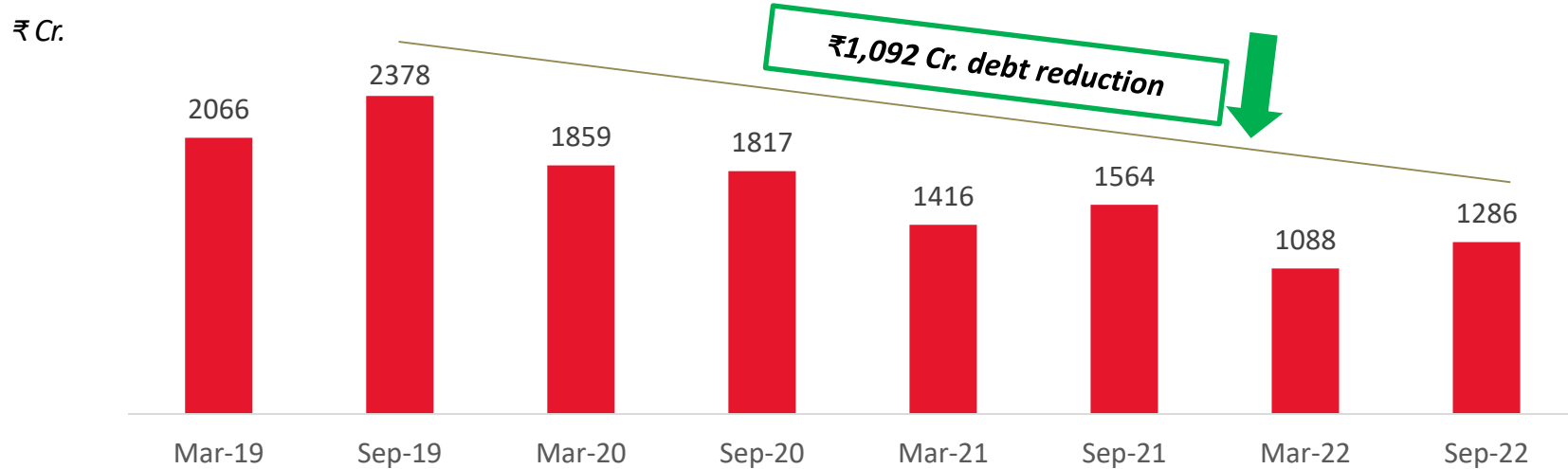
- **Record breaking performance** in terms of revenue & profitability in all the 4 quarters
- Focus continues on **deleveraging and efficient cost management**

NWC days lower by over 35% from peak level



- **Key initiatives:** strong emphasis on collections and efficient inventory management & related production cycles
- NWC days reduced by over 35% to 62 days in Sep-22 from 98 days in Sep-19
- To address the high festive & winter wedding demand of H2, September NWC is seasonally higher

Net debt reduction by ~ ₹ 1,100 Cr from peak level



- **Key Initiatives:** Focused revenue growth, cost optimization & effective working capital management generating FCF
- **Net debt reduction by ₹1,092 cr by:**
 - ₹742 Cr through FCF mainly 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 0.48x (Sep-22)



Financial Highlights

Consolidated Results – Q2FY23

Particulars (₹ Cr)	Q2FY23	Q1FY23	Q2FY22	YoY	Q2FY20 (pre -covid)		H1FY23	H1FY22	YoY
Net Revenue	2,191	1,754	1,583	38%	1,913	15%	3,945	2,445	61%
Opex	540	514	467	16%	582	(7%)	1,054	771	37%
EBITDA	358	235	213	68%	237	51%	592	220	169%
<i>EBITDA margin %</i>	<i>16.3%</i>	<i>13.4%</i>	<i>13.4%</i>	288 bps	<i>12.4%</i>	395 bps	<i>15.0%</i>	<i>9.0%</i>	600 bps
<i>Depreciation</i>	58	58	60	(4%)	86	(33%)	116	121	(4%)
<i>Interest</i>	63	59	58	9%	79	(20%)	123	113	9%
PBT before exceptions	237	118	95	150%	72	230%	354	(14)	
<i>PBT margin %</i>	<i>10.8%</i>	<i>6.7%</i>	<i>6.0%</i>		<i>3.7%</i>	705 bps	<i>9.0%</i>	<i>(0.6%)</i>	960 bps
Exceptional Items	(10)	0	(8)		0		(10)	(51)	
Taxes	(71)	(37)	(29)		11		(107)	(28)	
Associate / JV / Minority	3	1	(4)		2		3	(10)	
Net Profit	159	82	53	198%	84	89%	240	(103)	

Note:

Exceptional Items (net): Q2FY23 includes expected credit loss in LFS Channel, insurance claims received, profit on sales of assets & retrenchment costs

Segment Results – Q2FY23

Post Ind AS 116	Revenue			EBITDA		EBITDA %	
Particulars (₹ Cr)	Q2FY23	Q2FY22	Y-o-Y%	Q2FY23	Q2FY22	Q2FY23	Q2FY22
Branded Textile	912	722	26%	203	121	22.3%	16.8%
Branded Apparel	370	221	67%	36	8	9.7%	3.4%
Garmenting	266	212	25%	23	22	8.7%	10.3%
High Value Cotton Shirting	211	148	42%	28	26	13.2%	17.4%
Engineering	228	219	4%	29	34	12.8%	15.5%
Real Estate	247	81	205%	63	17	25.6%	20.6%
Others #	(42)	(20)		(25)	(14)		
Raymond Consolidated	2191	1583	38%	358	213	16.3%	13.4%

* 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 – H1FY23

Post Ind AS 116	Revenue			EBITDA		EBITDA %	
Particulars (₹ Cr)	H1 FY23	H1 FY22	Y-o-Y%	H1 FY23	H1 FY22	H1 FY23	H1 FY22
Branded Textile	1,560	1,005	55%	317	100	20.3%	10.0%
Branded Apparel	632	296	114%	51	(22)	8.0%	(7.3%)
Garmenting	513	310	66%	38	23	7.5%	7.3%
High Value Cotton Shirting	380	249	52%	44	32	11.7%	12.8%
Engineering	437	399	10%	56	57	12.8%	14.4%
Real Estate	534	211	153%	142	54	26.6%	25.8%
Others #	(111)	(24)		(56)	(26)		
Raymond Consolidated	3,945	2,445	61%	592	220	15.0%	9.0%

* 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

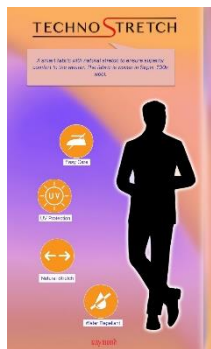


Cost Rationalization

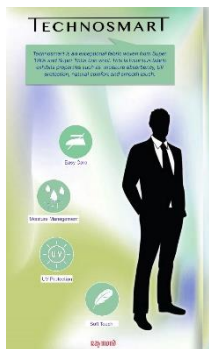
- Continued focused on optimizing operating expenses
- A&SP, Marketing, SG&A and Rentals

Go to Market Initiatives - Suiting

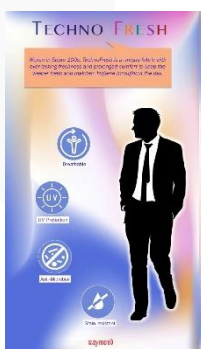
Technoseries – with stretch focus



The Stretch Story



Techno Smart



Techno Fresh

- **‘Technostretch’** combines unique solution of comfort & performance and offers two variations: Multi-directional stretch and Weft-stretch
- **‘Techno Smart’** whiteness index of 150+, water & oil repellent and stain resist technology

Zenpel - water & stain repellent



Repels Liquids



Blocks Stains



Safe Everywhere

Zenpel uses innovative nanotechnology to offer superhydrophobic that are safer for you, your loved ones and our planet

Non-toxic water & stain repellent treatments designed to protect your favorite belongings from spill and stain.

Go to Market Initiatives - Shirting

VIBEZ 2.0



Trendy & versatile prints offers diverse colour palette to choose from, which can be tailored into multiple looks for several occasions

Regional Campaign



One festival many looks -
Specially for Regional specific festivals (Durga Poojo, Onam).

SUSTAINOVA



*No exposure
to chemicals*



Good for farmers



*Good for
sensitive skin*



*Better for the
environment*



*Preserve pure
Cotton benefits*



Conserves water



Sustainable –

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

Linen



Linen –

For the Colorful summers an endless choices in Linen with versatile colors, Designs, Featured finishes and Patterns.

Go to Market Initiatives - Apparel

ColorPlus - Chinos



Stain-free, Stretchable and Travel Friendly

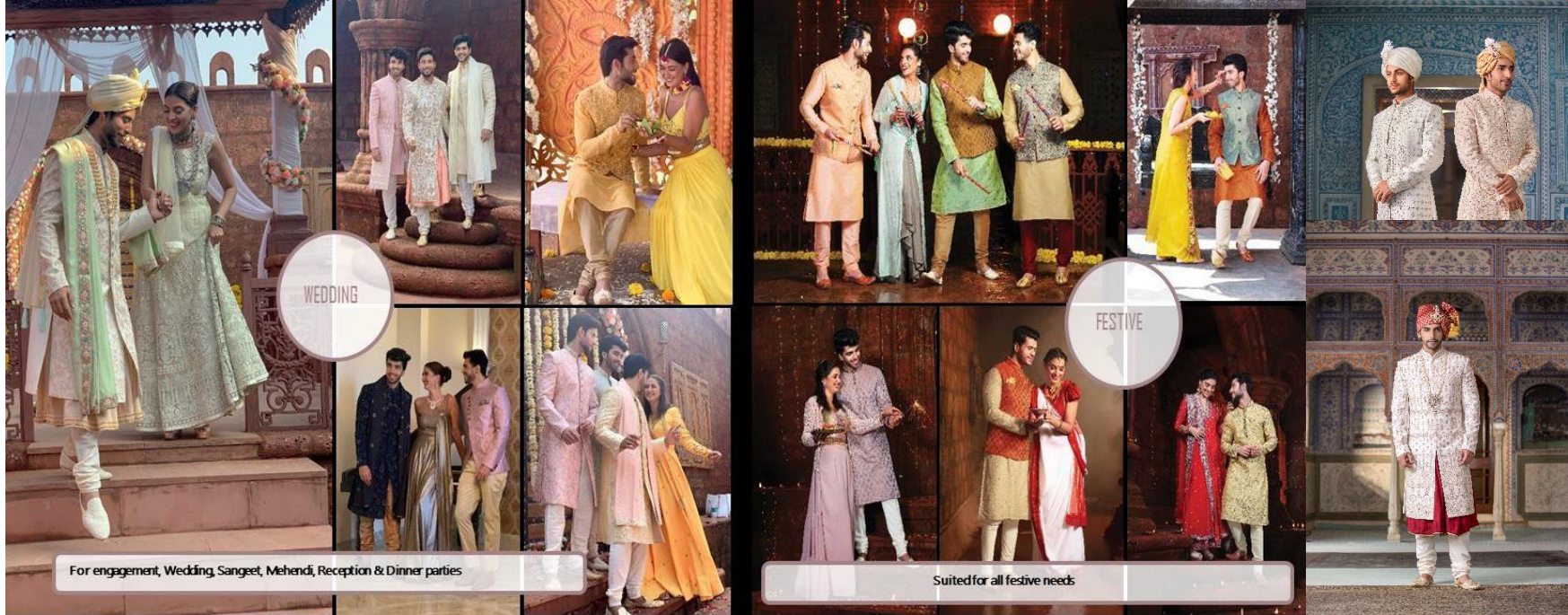
Park Avenue – Wrinkle Free Shirt



Wrinkle-free Shirts & 100% Cotton

Go to Market Initiatives - Ethnics range for targeted Occasion

ethnix
by Raymond



Go to Market Initiatives – Garment Exchange Program



~3 Lac Garments exchanged

raymond LOOK GOOD FEEL GOOD

JOY OF GIVING

GIVE YOUR PRE-OWNED CLOTHES FOR THE UNDERPRIVILEGED

EXCHANGE
your pre-owned garments for
FREE TROUSER STITCHING*

JULY 1, 2022 ONWARDS

Men, women & kids garments accepted.
Offer available at The Raymond Shop & select multi-brand outlets.

www.goonj.org

*T&C Apply

THE JOY OF GIVING

EXCHANGE
your pre-owned garments & get
FREE TROUSER STITCHING*

raymond LOOK GOOD FEEL GOOD

www.goonj.org

*T&C Apply

raymond LOOK GOOD FEEL GOOD

YOUR LOOK GOOD FEEL GOOD VOUCHER IS WAITING FOR YOU.

PLEASE DON'T FORGET TO REDEEM YOUR VOUCHER BEFORE 15TH AUGUST 2022.
ONCE AGAIN, THANK YOU FOR TAKING PART IN OUR INITIATIVE.

www.goonj.org

*T&C Apply

Video Analytics

Vision Analytics :

- **India's first vision AI based video analytics** to Drive footfall, Dwell analysis and heat map to optimise resources
- **Real Time Alerts**
- Store Occupancy, Customer journey
- Influence Customer Purchases & Profitability

Fasten Omni Channel Integration

- **Initiating a DOM** (Distributed Order Management System) for establishing stores as distribution centres
- Direct integration with marketplace enabling **100% store inventory across e-commerce**

Strengthening Product Positioning

- **AI based personal messaging post purchase**
- Aggressive play on Techno Series marketplaces with **over 10x options** made available real-time

WhatsApp Commerce

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

Continued Focus on Cost Optimization

Particulars (Rs Cr)	Q2FY23	Q1FY23	Q2FY22	Pre-Covid
				Q2FY20
Employment Cost	256	243	212	264
A & SP	60	57	28	80
Others expenses	224	215	184	237
Total Opex	540	514	424	582
Interest Cost	63	59	58	79
Total Cost	603	573	482	661
Total Opex to Revenue %	24.6%	29.3%	26.8%	30.4%

Total Revenue	2,191	1,754	1,583	1,913
EBITDA	358	235	213	237
EBITDA Margin	16.3%	13.4%	13.4%	12.4%

Revenue up 15% vs pre-covid Q2FY20

- **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 16.3% vs. 12.4% (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*

Marginal decrease in debt, despite higher seasonal NWC

- **NWC higher vs Jun-22** - increase in working capital deployment primarily in production and sales to meet strong festive and winter wedding demand in H2

Particulars (₹ Cr)	Sep'22	Jun'22	Mar'22	Sep'21	vs Jun'22	Vs Mar'22	vs Sep'21
NWC	1,492	1,323	1,002	1,263	169	490	229
NWC - No. of days	62	69	45	73	(7)	17	(11)

- **Cash flow in Q2 FY23:** Operating Cash Flow @ ₹ 119 Cr and Free Cash @ ₹ 35 Cr
- **Cash flow in H1 FY23:** Operating Cash Flow @ ₹ (17) Cr and Free Cash @ ₹ (172)
- **Gross Debt at ₹ 2,096 Cr. marginally higher** by ₹ 47 Cr. vs Jun'22 and lower by ₹ 110 Cr. vs Sep'21
- **Net debt marginally decreased** by ₹ 24 Cr. vs Jun'22 and was lower by ₹ 278 Cr. vs PY

Particulars (₹ Cr)	Sep'22	Jun'22	Mar'22	Sep'21	vs Jun'22	Vs Mar'22	vs Sep'21
Net Debt	1,286	1,310	1,088	1,564	(24)	198	(278)
Net Worth	2,668	2,527	2,436	2,080	141	232	589
Net Debt / Equity (X)	0.48	0.52	0.45	0.75			

- **Strong liquidity levels maintained at ₹ 810 cr despite increase in working capital**

Particulars (₹ Cr)	Sep'22	Jun'22	Mar'22	Sep'21
Cash & Cash equivalents	810	739	979	643



Segment Financials



Branded Textile

Branded Textile

Particulars (₹ Cr)	Q2FY23	Q2FY22	% Var.	H1FY23	H1FY22	% Var.
Net Sales	912	722	26%	1,560	1,005	55%
EBITDA	203	121	66%	317	100	214%
EBITDA margin	22.3%	16.8%		20.3%	10.0%	

- **Branded Textile** segment sales reported **strong growth of 26%** in Q2F23 vs PY
 - Growth driven by **robust demand across primary channels coupled with strong secondary sales** momentum at the backdrop of upcoming festive season
 - **Strong demand for premium products** in both suiting and shirting
 - Sustained demand for the office and casual wear as normalcy is established
 - TRS network witnessed **~26% growth in average transaction value (ATV)** vs. pre-covid level
- Achieved **EBITDA margin of 22.3%**, mainly driven by better product mix and enhanced operational efficiencies



Branded Apparel

Branded Apparel

Particulars (₹ Cr)	Q2FY23	Q2FY22	% Var.	H1FY23	H1FY22	% Var.
Net Sales	370	221	67%	632	296	114%
EBITDA	36	8	378%	51	(22)	
EBITDA margin	9.7%	3.4%		8.0%	(7.3%)	

- **Branded Apparel** segment recorded a sales growth of 67% in Q2F23 vs PY
 - Driven by strong consumer demand with fully operational physical offices, increase in social gatherings and festive related purchases
 - Growth witnessed across all trade channels and retail network
- **Reported EBITDA margin of 9.7%**, compared to 3.4% in the previous year mainly due to better sales and continued operational efficiencies



RR

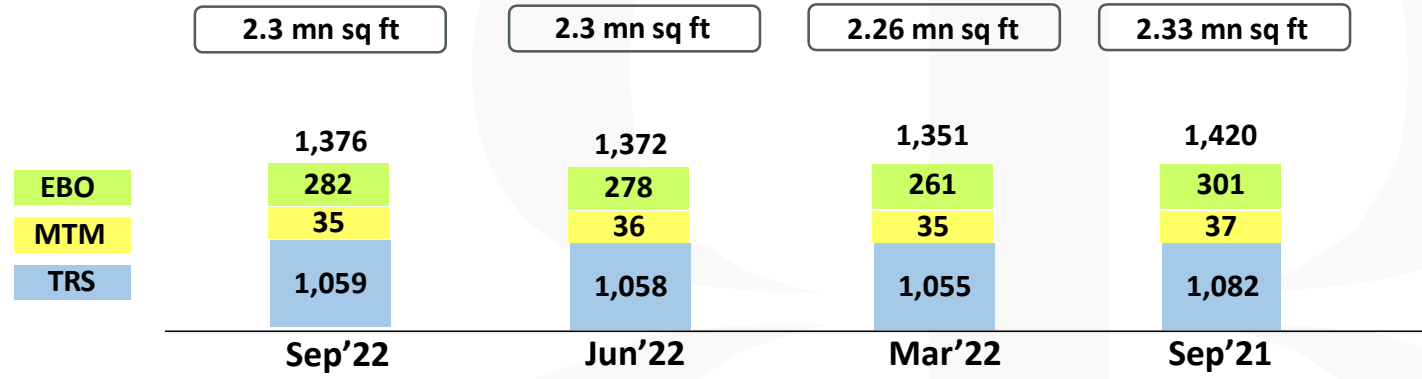
"Over 100 styles
One colour"



Raymond
WHITES
SHIRTS

Retail Network

Exclusive Retail Network



- 25 stores added in H1 leading to network of 1,376 store in TRS and EBOs
- TRS network **witnessed ~26% growth in average transaction value (ATV)** in Q2FY23 vs. pre-covid level



Garmenting

Particulars (₹ Cr)	Q2FY23	Q2FY22	% Var.	H1FY23	H1FY22	% Var.
Net Sales	266	212	25%	513	310	66%
EBITDA	23	22	7%	38	23	69%
EBITDA margin	8.7%	10.3%		7.5%	7.3%	

- **Garmenting segment** reported a buoyant sales **growth of 25% in Q2F23 vs PY**
 - o Driven by **high demand from existing customers & new customer acquisitions** in US & Europe markets
 - o Consistent consumer demand despite inflation, supported by growth in bulk business and tailored clothing
 - o **Healthy momentum in orderbook maintained with China+1** adoption & consolidation of vendors

EBITDA margin for the quarter was 8.7% as compared to 10.3% in the previous year, mainly due to build-up costs for the line expansion, to cater to the higher demand



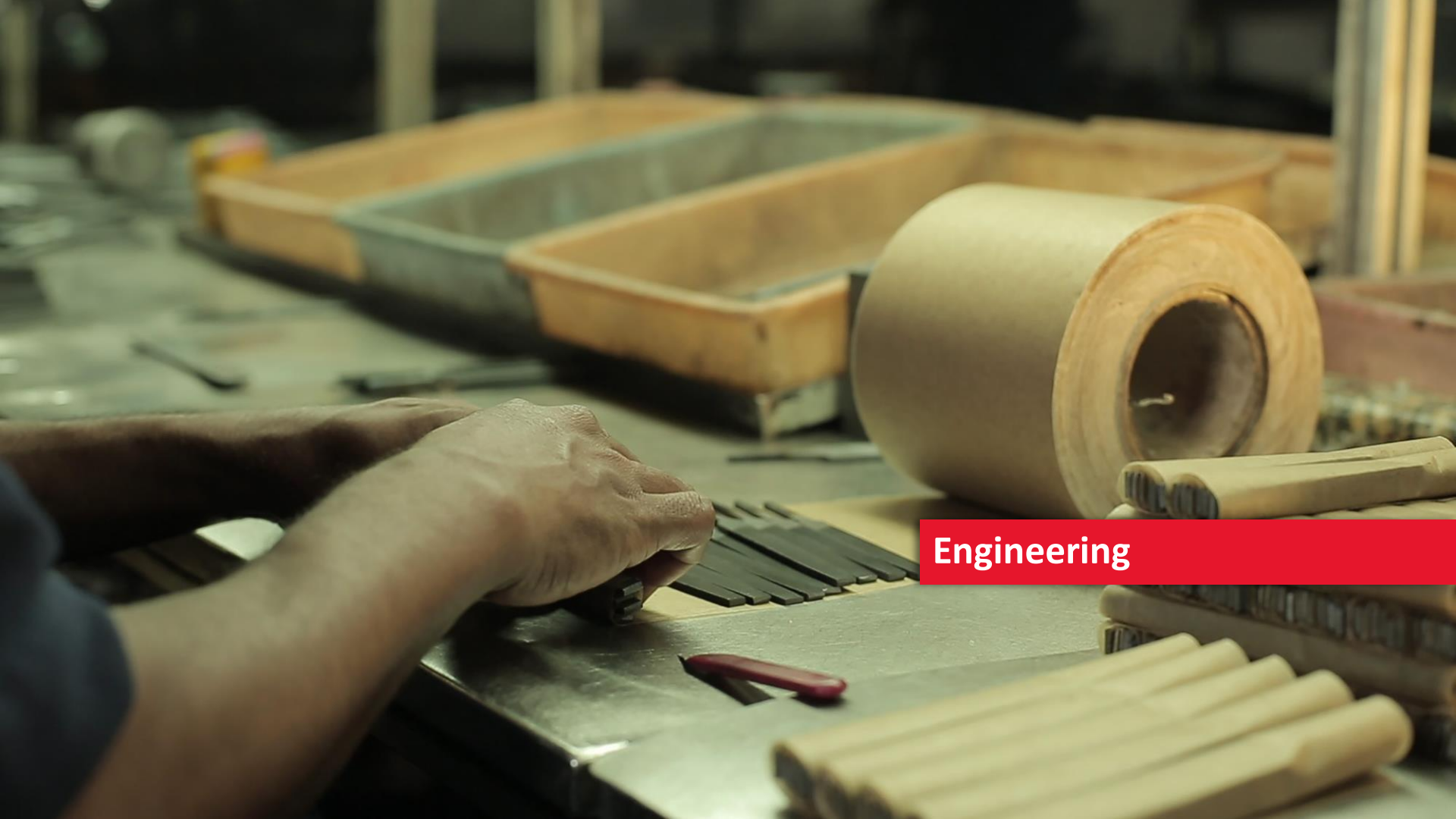
High Value Cotton Shirting

High Value Cotton Shirting

Particulars (₹ Cr)	Q2FY23	Q2FY22	% Var.	H1FY23	H1FY22	% Var.
Net Sales	211	148	42%	380	249	52%
EBITDA	28	26	8%	44	32	38%
EBITDA margin	13.2%	17.4%		11.7%	12.8%	

- **High Value Cotton Shirting** segment sales grew at by **42%** in Q2F23 vs PY, led by higher demand for our cotton & linen fabric offerings by our B2B customers in domestic market
- EBITDA margin at 13.2% during the quarter, **lower by ~420 bps compared to PY**, mainly due to higher cotton prices, although the increase would be passed on to customers with a time lag

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



Engineering

Particulars (₹ Cr)	Q2FY23	Q2FY22	% Var.	H1FY23	H1FY22	% Var.
Net Sales	228	219	4%	437	399	10%
EBITDA	29	34	(14%)	56	57	(3%)
EBITDA margin	12.8%	15.5%		12.8%	14.4%	

- On aggregate basis, **the sales grew by 4% to ₹ 228 Cr as compared to ₹ 219 Cr** in previous year.
- Sales growth was mainly **driven by growth in domestic markets in most categories**, and export markets were impacted by Euro depreciation, however witnessed growth in Ring Gears, Drills, Tools & Bearings categories
- **EBITDA margin was lower by ~270 bps as compared to PY, mainly due to higher steel prices**, continued higher freight costs, which were partly offset by higher productivity and efficiency

** 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



Project

Raymond's maiden venture into Real Estate

Project Details

- Overall 20 acres of residential development

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**

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**

Q2 Highlights

- **Maintains strong momentum in bookings** with 120 units in Q2 in TenX Habitat project and 68 units in The Address by GS project.
- **Cumulative bookings till Sep-22:** 2,186 units in TenX Habitat and 349 units in Address by GS Project
- **Growth drivers in Q2:** Fast paced construction, targeted marketing efforts, construction linked milestone paid by majority of customers

Ten X Habitat - 3 towers to be delivered 2 yrs ahead of RERA Timeline

Towers 1, 2, 3, 4 and 5



Reference Image – Central Amenities



Towers 6, 7, 8, 9 and 10



Reference Image – Building Elevation



The Address of GS – Construction in full swing

Reference Image – Building Elevation



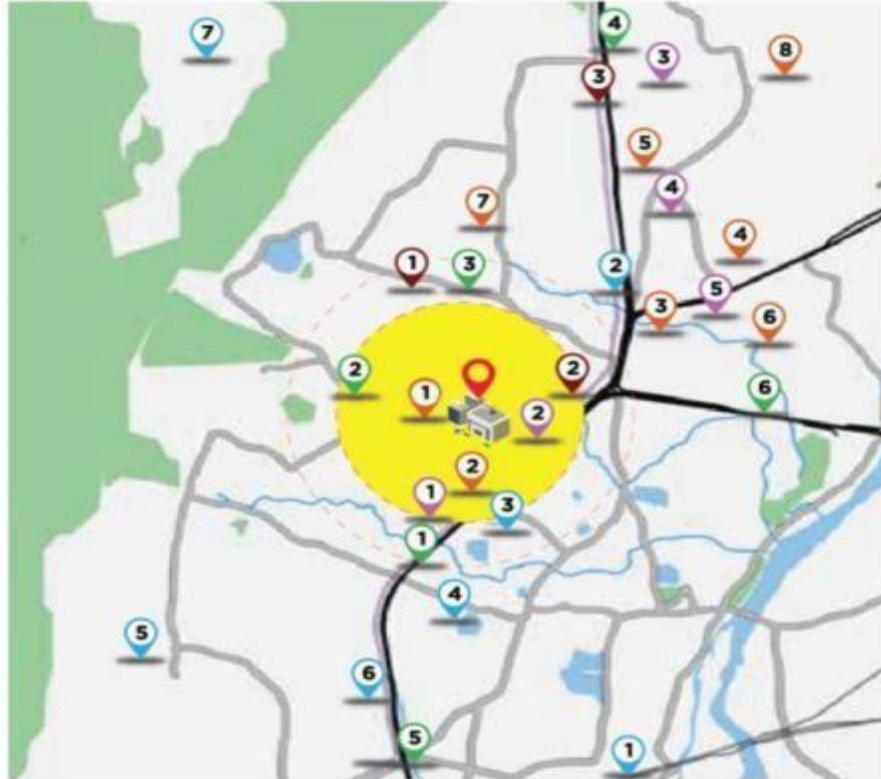
Tower A – Podium – 3 slab completed



Tower B – Podium 1 slab completed



Excellent Connectivity & Eco-system



 HOSPITAL <ol style="list-style-type: none">1. Bethany Hospital2. Jupiter Hospital3. Titan Hospital	 ROAD <ol style="list-style-type: none">1. Eastern Express Highway2. Pokhran Road 13. Pokhran Road 24. Ghodbunder Road5. Teenhath Naka6. Mumbai - Nashik Highway
 HIGH STREET - SHOPPING <ol style="list-style-type: none">1. Korum Mall2. Viviana Mall3. R Mall (Thane)4. D-Mart5. Big Bazaar	 CONNECTIVITY <ol style="list-style-type: none">1. Thane Station2. Upcoming Metro line 43. Cadbury Junction4. Thane Municipal Corporation5. Passport Seva Kendra6. Thane RTO7. Yeoor Hills
 SCHOOLS <ol style="list-style-type: none">1. Smt. Sunitidevi Singhania School2. Smt. Sulochanadevi Singhania School3. C.P. Goenka International School4. Holy Cross Convent High School5. Holy Trinity English High School6. Lodha World School7. Euro Kids8. Orchid International School	 Legend <ul style="list-style-type: none">HighwayRoadRailway LineUpcoming MetroWater BodyGreenland / Park

Booking Update – KPI's

Real Estate Information - Ten X as on Sep 30th 2022:

Particulars	Till Mar-22	Q1FY23	Q2FY23	Project till date
Bookings:				
No of Bookings	1909	157	120	2,186
Saleable Area (Mn. Sq. ft.)	1.66	0.14	0.12	1.92
Value of Bookings (Cr.)	1887	175	148	2,210
Customer Collections (Cr.)	1091	193	311	1600

Real Estate Information - The Address by GS as on Sep 30th 2022:

Particulars	FY22	Q1 FY23	Q2 FY23	Project till date
Bookings:				
No of Bookings	179	102	68	349
Saleable Area (Mn. Sq. ft.)	0.33	0.21	0.13	0.67
Value of Bookings (Cr.)	400	270	164	834
Customer Collections (Cr.)	41	38	124	203

Particulars (₹ Cr)	Q2FY23	Q2Y22	% Var.	H1FY23	H1Y22	% Var.
Net Sales	247	81	205%	534	211	153%
EBITDA	63	17	26%	142	54	161%
<i>EBITDA margin</i>	<i>25.6%</i>	<i>20.6%</i>		<i>26.6%</i>	<i>25.8%</i>	

A large, light gray watermark of the letters 'RR' in a serif font is centered on the page, serving as a background for the title.

Business Consolidation

Update on Strategic Initiatives

Consolidation of Engineering business



Synergy in:

- Business Development
- RM Sourcing & Logistics
- Overall Administrative processes



Done

Consolidation of B2C business incl. Apparel into Raymond Ltd



Synergy in:

- Design & Innovation
- Sourcing
- Operational Efficiency



Done

Subsidiarisation of Real Estate business

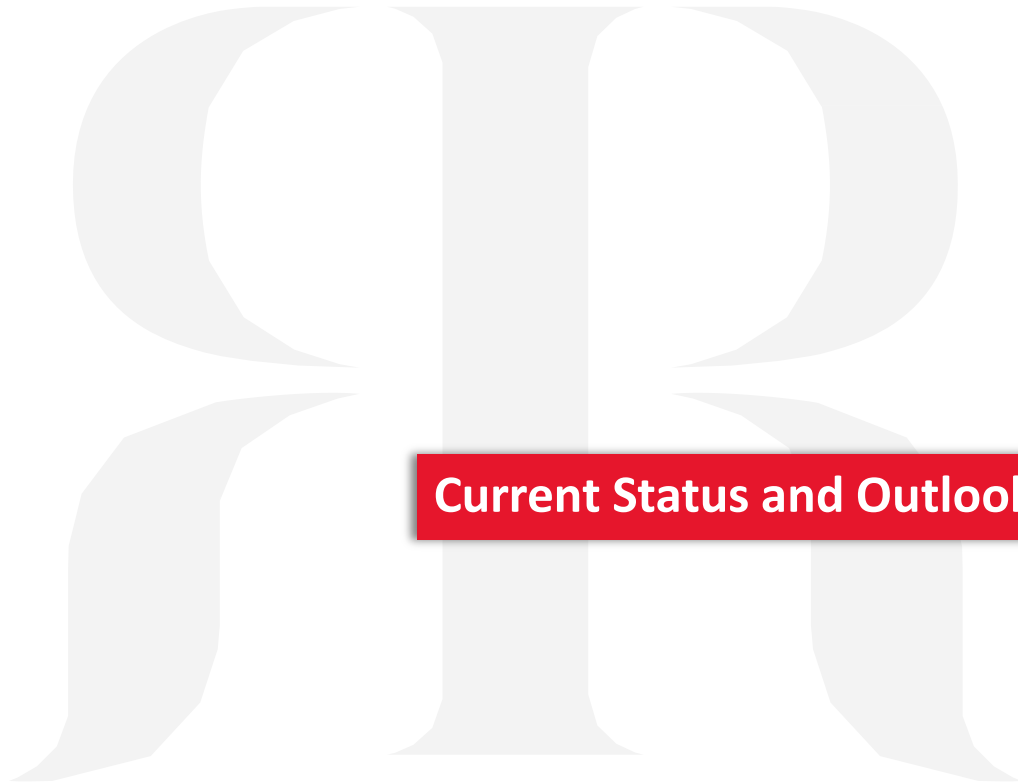


Leads to:

- Differentiated Focus
- Ability to seek growth capital



In Process



Current Status and Outlook

Current Status of Operations & Outlook



Company expects to be on profitable growth momentum



Domestic Market: With festive season and upcoming winter wedding season, consumer sentiments expected to remain resilient



Exports market: Concerns of inflation in US & Europe markets however strong order book in place for near term in Garmenting and Auto OEMs in engineering 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



Aim to become a net debt free company

Chairman & Managing Director on Q2FY23 performance



Gautam Hari Singhania
Chairman and Managing Director

“All our businesses are delivering consistent growth in both revenues and profitability on quarter on quarter. All 4 quarters are respectively record quarters in the last 12 months. Our quality products and services are tailored to meet the ever changing demand from consumers be it fashion or real estate and this approach has helped us to achieve profitable growth compared to pre Covid levels. This quarter’s result is also a reflection that Raymond is able to leverage the growing buoyancy in Indian markets across its businesses. As the China+1 strategy is working well for us, we have acquired marquee customers for our garmenting business and going forward we intend to sustain the momentum.”



Company Overview

95+ year old diversified group with strong presence across sectors



Suiting



Shirting



Apparel



Retail Presence



Garmenting



Engineering



Real Estate



Denim



FMCG





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



Harmohan Sahni
CEO – Realty
Ex- ECL Finance
Gcorp Developers



Arvind Mathur
CEO - Denim
Ex- Coats Plc



Sudhir Langer
CEO - FMCG
Ex- Tata Global Bev.,
Reckitt, Colgate

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

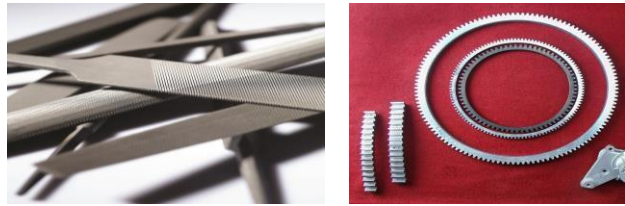
Weaving clusters

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

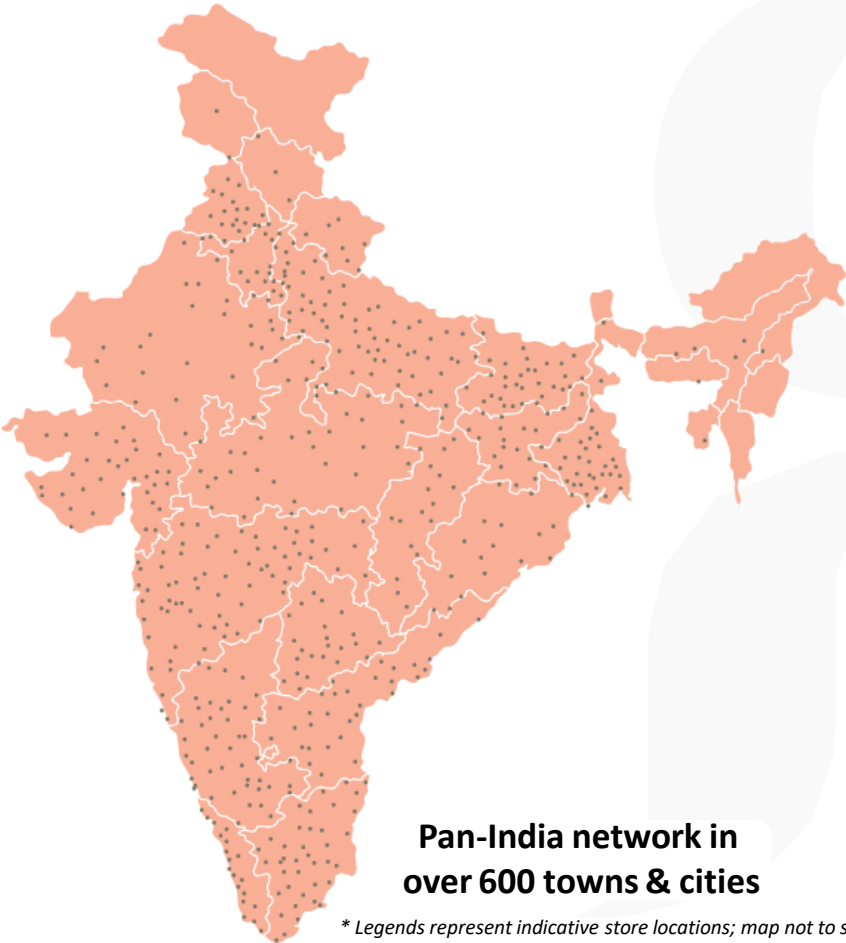


- Fast paced construction activity
- Acceptance of design

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



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

Branded Textiles	20,000+ POS
Branded Apparel	8,000+ POS
Retail (2.3 mn sq. ft)	1,370+ stores ~95% franchisee
Engineering	~1.5 lakh POS
FMCG	6.5 lakh+ POS

International Presence

Global Footprint in 95+ Countries through diversified businesses



~50 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



Branded Apparel



FMCG



Real Estate



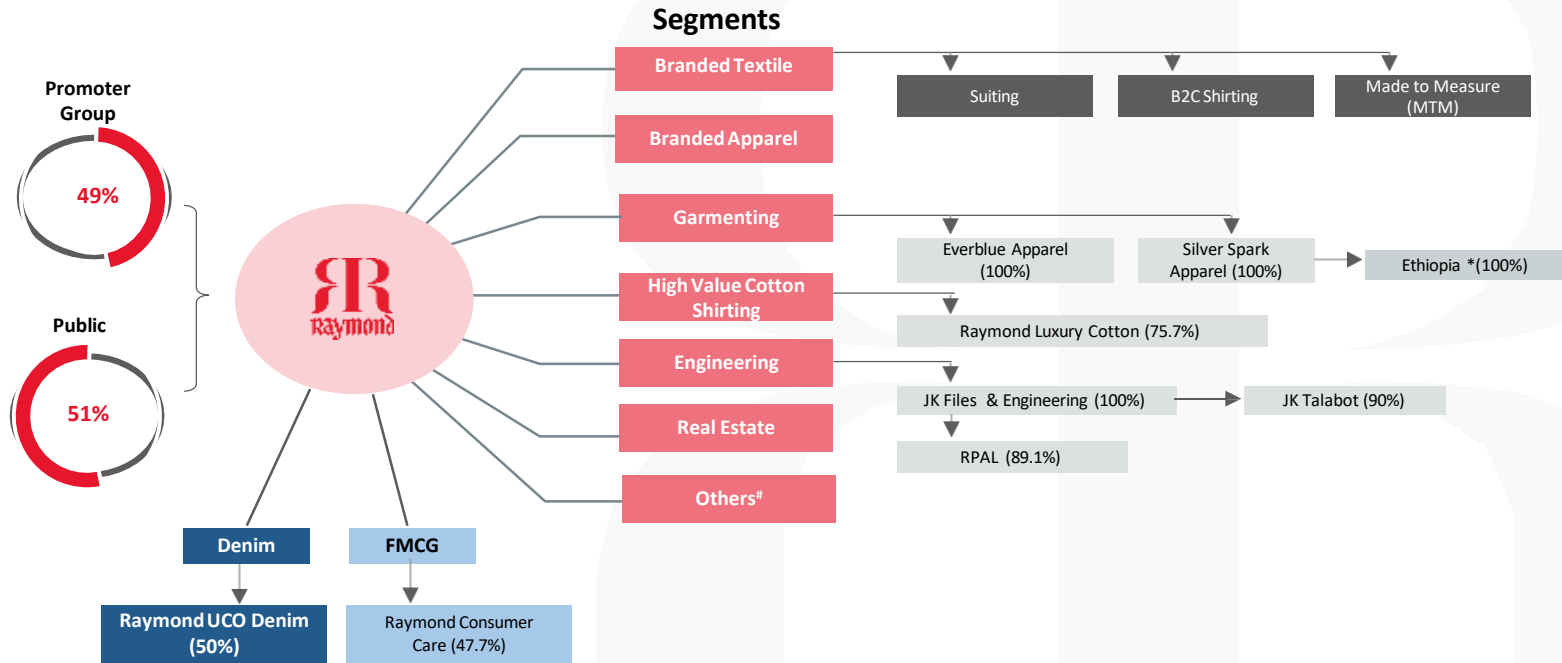
Engineering



Umbrella Brand

Presence in Africa & Asia through multiple sub- brands

Raymond Group at a Glance



(1) Raymond shareholding pattern as of 30th September, 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

