

Press Release
For Immediate Dissemination

RAYMOND LIMITED – FINANCIAL RESULTS JUNE QUARTER (Q1)

Revenue @ Rs.1,467 cr up by 14% driven by growth across all core segments

Key highlights of the quarter

- Consolidated Revenue for quarter up by 14% y-o-y at Rs. 1,467 Crores
- Consolidated EBITDA for quarter down by 2% y-o-y to Rs. 105 Crores, margin lower at 7.1%
- Net Loss at Rs 12 Crores

Mumbai, August 1, 2019: Raymond Limited today announced its unaudited financial results for the year ended June 30, 2019

A snapshot of the financial results: (pre IND AS 116)

Consolidated Results Snapshot			
Rs in Crores	Q1 FY20	Q1 FY19	Y-o-Y %
Net Revenue	1,467	1,289	14%
EBITDA	105	107	-2%
EBITDA %	7.1%	8.3%	-118 bps
PBT (before exceptions)	-7	8	-
PBT %	-0.4%	0.6%	-106 bps
Net Profit	-12	0	-

**Post IND AS 116, EBITDA is at Rs. 144 crores and Net Loss of Rs. 15 crores*

Commenting on the results, Mr. Gautam Hari Singhania, Chairman & Managing Director, Raymond Limited said, "We have delivered a healthy top line growth in a moderate quarter witnessing sluggish market conditions, subdued consumer sentiment and liquidity crunch impacting our trade channel. However, I am happy to state that our Real Estate business has witnessed a strong sales traction and we have received a good customer response. As the economy in general is showing the signs of muted growth in the short term along with weak consumer sentiments, we stay invested in our core fundamentals and expect to be on course during these testing times"

Quarterly Highlights (pre IND AS 116)

Segmental Performance:

Branded Textile Segment sales at Rs. 600 Crores, higher by 2% over previous year led by 6% growth in the suiting business on account of expansion to new smaller outlets through low priced products in the subdued consumer sentiment quarter. Shirting business de-grown by 12% mainly due lower off-take and planned stock correction. EBITDA margin was lower at 5% as compared to 7.5% in previous year mainly due to higher wool prices & adverse product mix in suiting business.

Branded Apparel Segment sales at Rs. 313 Crores, up by 12% over previous year. The growth was driven by continued strong performance in MBO channel & well supported by LFS channel. Strong double digit growth in Parx & PA supported by growth in RR, Color Plus and new customer segments. EBITDA Margins improved to 5.1% compared to 2.4%, mainly due to lower average discounting and operational efficiencies.

Retail Stores count as on June 30, 2019 stood at 1,458 across all formats covering about 2.37 million square feet of retail space. In-line with stated asset light network expansion strategy, we opened 95% of stores in the quarter under the franchisee model.

Garmenting Segment sales at Rs. 190 Crores, higher by 16% over previous year led by exports growth in US & Japan. EBITDA margins lower at 1.6% vs. 6.0% in previous year mainly due to low capacity utilisation of Ethiopian plant due to socio economic environment & change in product mix in Indian operations.

Luxury Cotton Shirting Fabric Segment sales at Rs. 174 Crores, grew by 11% mainly on account of yarn sales from Amravati plant. EBITDA margins improved to 15.4% as compared to 12.4% in the previous year mainly due to better product mix and operational efficiencies.

Tools and Hardware Segment sales at Rs. 91 Crores, down by 5% over previous year, mainly due to slowdown in domestic files markets. EBITDA margin lower at 7.3% vs 8.3% in previous year mainly due to lower contribution from higher margin domestic business.

Auto Components Segment sales at Rs. 68 Crores, higher by 8% over previous year, driven by demand from international customers. EBITDA margins lower at 19.9% vs. 24% in the previous year mainly due to higher contribution from low margin PV segment.

Real Estate business has seen a good response from the consumers. Within 4 months of launch, we have received 581 bookings with booking value of ~Rs. 612 cr in the 4 Aspirational District towers having a total inventory of ~ 1,050 units. Construction has commenced and progress is in line with target schedules.

Other Update:

The board discussed the possibility of reorganizing multiple businesses of the company to bring greater focus on analogous businesses. The board authorized the senior management to explore various options to restructure the businesses of the Company. It is clarified that currently no proposal is pending before the board for its approval and the board shall consider the proposal after receiving recommendation of the senior management & obtaining requisite professional advice.

About Raymond

Raymond offers end-to-end solutions for fabrics and garmenting. It has some of the leading brands in its portfolio including Raymond, Park Avenue, Raymond Ready to Wear, Parx, and Color Plus amongst others. Raymond has one of the largest exclusive retail network in the textile and fashion space in India. As a part of the diversified Group, it also has business interests in men's accessories, personal grooming & toiletries, prophylactics, files & tools and auto components.

Visit us today at www.raymond.in to witness how we cater to the needs of 'The Complete Man'.

For further information, please contact:

Rohit Khanna

Corporate Communications

Raymond Limited

Tel: 022 6152 7624