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**Press Release**  
**For Immediate Dissemination**

## RAYMOND LIMITED - FINANCIAL RESULTS SEPTEMBER QUARTER FY 14-15

### Highlights

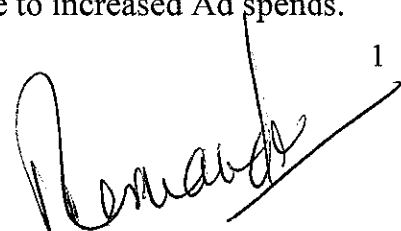
- Consolidated revenue for the Quarter up 19% to Rs 1,471 Crores
- Launched e commerce portal RaymondNext.com

**Mumbai, October 29, 2014:** Raymond Limited today announced its unaudited financial results for the quarter and half year ended September 30, 2014. A snapshot of the results is given below

Rs in Crore	Consolidated Results Snapshot					
	Q2 FY15	Q2 FY14	Y-o-Y	H1 FY15	H1 FY14	Y-o-Y
Revenue	1,471	1,242	19%	2,592	2,127	22%
EBITDA	183	205	-11%	245	247	-1%
EBITDA %	12%	16%		9%	12%	
Net Profit	68	92	-26%	35	43	-17%

**Textile segment** Sales for the quarter ended 30 September 2014 witnessed an increase of 23% at Rs 694 Crores on the back of growth in Export markets and increased penetration of shirting fabric across B2C channels. However, EBITDA for the quarter was impacted due to product mix, higher input cost and TRS Shop renovation.

**Apparel segment** Sales stood at Rs 293 Crores, an increase of 15% on YoY basis. However, EBITDA for the quarter was lower by 5% y-o-y due to increased Ad spends.



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**Retail** stores count as at 30<sup>th</sup> September 2014 stood at 964 across all formats, including 43 stores in the Middle East and SAARC region covering over 1.86 million square feet of retail space. During the quarter ended September'14, like to like sales growth across all formats stood at 6%. Secondary sales through the exclusive retail channel grew by 7% year on year.

**Garmenting** segment grew by 28% to Rs 150 Crores during the quarter. EBITDA for the quarter grew by 4% during the quarter.

**Luxury Cotton shirting fabric** business (erstwhile Raymond Zambaiti Limited) grew by 21% to Rs 107 Crores during the quarter. EBITDA margins improved by 5.8% to 16.8% during the quarter led by better realization and one off income of Rs. 6.50 Crores.

**Denim** Segment sales stood at Rs 234 Crores, a decline of 1% y-o-y. However, EBITDA margins improved by 1% to 10% during the quarter.

**Tools & Hardware** segment grew by 1% to Rs 115 Crores. However, EBITDA was impacted due to unfavorable product mix.

**Auto component** segment grew by 19% to Rs 60 Crores. However, EBITDA was impacted by higher input cost.

Announcing the results, **Mr. Gautam Hari Singhania, Chairman & Managing Director, Raymond Limited** said,

During the quarter ended September 2014, while the Revenue growth was in line with our expectations, however Profitability did not meet our desired targets, particularly in the Branded Textile segment and Engineering businesses. Our Branded Apparel segment continues to perform well. We are confident about the strategic direction of our businesses and towards this end, our efforts to strengthen the Brand and Expand/modernize the Retail Network will continue.

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## 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 Premium Apparel, Parx, Color Plus amongst others. Raymond has one of the largest exclusive retail networks in the textile and fashion space in India.

As a part of the diversified Group, we also have business interests in men's accessories, personal grooming & toiletries, prophylactics, energy drinks, files & tools and auto components.

Visit us today at [www.raymond.in](http://www.raymond.in) to witness how we cater to the needs of 'The Complete Man'

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