

## Press Release

### RAYMOND LIMITED - FINANCIAL RESULTS DECEMBER QUARTER FY 2013-14

**Raymond's PAT for the quarter grew more than fourfold to Rs 57 Crore**

#### Highlights

- Consolidated Net Sales for the quarter up 15% to Rs 1207 Crore
- Consolidated EBITDA margin expansion by 202 bps to 13.6%
- Consolidated PAT for the quarter up by 343% to Rs 57 Crore

**Mumbai, January 22, 2014:** Raymond Limited today announced its unaudited financial results for the quarter and nine months ended December 31, 2013.

A snapshot of the results is given below:

Rs in Crore	Consolidated Results Snapshot					
	Q3 FY14	Q3 FY13	Y-o-Y	9M FY14	9M FY13	Y-o-Y
Net Sales	1,207	1,049	15%	3,304	3,000	10%
EBITDA	164	121	35%	411	336	22%
EBITDA %	14%	12%		12%	11%	
Net Profit	57	13	343%	99	28	254%

*Certain business segments in the published financial statements have been reclassified to provide better clarity on business performance. The corresponding prior period figures have also been reclassified to conform to the revised classification. Consequent to these changes, the segment numbers in this press release are strictly not comparable with the earlier press releases.*



The **Textile segment's** consolidated sales for the quarter ended December 31, 2013 witnessed an increase of 8% at Rs 543 Crore on the back of higher realization in domestic as well as in the export segment. EBITDA margins for the quarter improved by 234 bps to 21%.

The **Apparel** segment's net sales stood at Rs 250 Crore, an increase of 15% on Y-o-Y basis. EBITDA margins doubled to 8%.

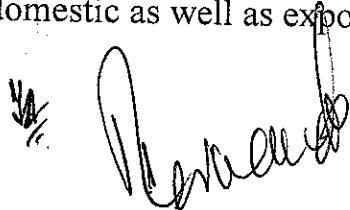
The **Retail Stores** count as at December 31, 2013 stood at 955 across all formats, including 41 stores in the Middle East and SAARC region covering over 1.8 million square feet of retail space. During the quarter ended December 31, 2013, like to like sales growth blended across all formats were flat. Secondary sales through the retail channel grew by 5% Y-o-Y.

The **Garmenting** segment's net sales grew by 45% to Rs 104 Crore during the quarter. EBITDA rose by 54% to Rs 15 crore.

The **Cotton Shirting Fabric** business grew by 7% to Rs 86 Crore during the quarter. However, EBITDA for the quarter was impacted due to higher input costs and lower exports.

The **Denim** business witnessed 8% sales growth during the quarter and stood at Rs 235 Crore backed by higher realisation in the domestic as well as in the export segments. EBITDA was impacted due to higher input cost.

Sales in the **Tools & Hardware** segment grew by 15% to Rs 110 Crore led by both domestic as well as export markets. EBITDA grew by 90% to Rs 11 Crore.



Sales in the **Auto Component** segment grew by 13% to Rs 56 Crore led by both domestic as well as export markets. EBITDA improved by 65% to Rs 7 Crore.

Announcing the results, **Mr. Gautam Hari Singhania, Chairman & Managing Director, Raymond Limited** said: *"We have ended the third quarter on a positive note, despite subdued discretionary spend witnessed in the month of December 2013. Our focus on profitability through margin expansion across key business segments of the Group has led to a strong bottom line growth in the current quarter as well as for the period till date. Going forward, while factors like inflation and interest rates will continue to play a role in the consumer discretionary space, we are confident that our long term sustainable initiatives in Brands, Retail, Supply Chain Management and Operational Efficiency will enable Raymond to surge ahead."*

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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, ColorPlus, Makers 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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