



CORPORATE OFFICE
MAHINDRA TOWERS, B WING, 3RD FLOOR,
PANDURANG BUDHKAR MARG, WORLI,
MUMBAI 400 018, INDIA

Press Release
For Immediate Dissemination

**RAYMOND LIMITED -
FINANCIAL RESULTS
DECEMBER QUARTER FY 2014-15**

Highlights

- **Consolidated Revenue for the Quarter up 14% to Rs 1,396 Crores**
- **Consolidated Net Profit for the quarter declined marginally to Rs 56 Crores**

Mumbai, January 21, 2015: Raymond Limited today announced its unaudited financial results for the quarter and nine months ended December 31, 2014. A snapshot of the results is given below

Rs in Crore	Consolidated Results Snapshot						
	Q3 FY15	Q3 FY14	Y-o-Y	9M FY15	9M FY14	Y-o-Y	
Revenue	1,396	1,226	14%	3,988	3,353	19%	
EBITDA	156	164	-5%	402	411	-2%	
EBITDA %	11%	13%		10%	12%		
Net Profit	56	57	-1%	91	99	-8%	

Note: 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 prior press releases.

Textile segment Sales for the quarter ended 31 December 2014 witnessed an increase of 23% at Rs 681 Crores on the back of growth in Domestic markets and increased penetration of shirting fabric across B2C channels. EBITDA grew by 10% to Rs 130 Crores during the quarter.

Apparel segment Sales stood at Rs 256 Crores, an increase of 5% on YoY basis. However, EBITDA for the quarter was lower, due to higher Ad spends and store roll outs.

Retail stores count as at 31st December 2014 stood at 974 across all formats, including 43 stores in the Middle East and SAARC region covering over 1.88 million square feet of retail space. During the quarter ended December 2014, like to like sales growth across all formats was flat. Secondary sales through the exclusive retail channel grew by 4% year on year.

Garmenting segment sales grew by 32% to Rs 138 Crores during the quarter. However, EBITDA declined by 9% to Rs 14 Crores during the quarter, due to higher wage cost and selling expenses.

Luxury Cotton shirting fabric business (erstwhile Raymond Zambaiti Limited) grew by 13% to Rs 97 Crores during the quarter. EBITDA for the quarter rose by 2% to Rs 10 Crores.

Denim business sales grew by 4% y-o-y during the quarter to Rs 243 Crores. EBITDA margins improved by 25 bps y-o-y to 9.7%

Tools & Hardware and Auto Components segment was impacted by subdued market resulting in lower capacity utilization coupled with higher input cost.



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

“Q3 commenced with subdued consumer sentiment, which gradually improved during the latter part of the quarter. We registered a good top line growth driven by strong performance in the Textile segment. We have significantly stepped up our Ad spends, New Store roll-outs, along-with stores renovation, as a part of Brand building exercise in the Life Style Business, benefits of which will commence accruing from next year. The Performance of Engineering business did not measure up to our expectations. However we are hopeful of improving the performance against the backdrop of pick up in the industrial activity envisaged in the coming times.

We remain confident of the strategic direction of our businesses and will continue to invest for growth in these exciting times”.

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 to witness how we cater to the needs of 'The Complete Man'

For further information, please contact:

Rohit Khanna, Head - Corporate Communications

Raymond Ltd.

Tel: 022 6152 7624

Mobile: 93204 99499

Email id: Rohit.khanna@raymond.in

