

CORPORATE OFFICE  
MAHINDRA TOWERS, B WING, 3<sup>RD</sup> FLOOR,  
PANDURANG BUDHKAR MARG, WORLI,  
MUMBAI 400 018, INDIA.

## Press Release

### RAYMOND LIMITED - FINANCIAL RESULTS MARCH QUARTER (Q4) FY 14-15

#### Highlights

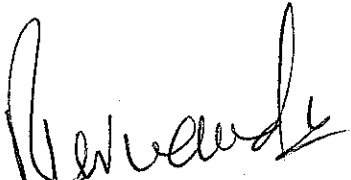
- Consolidated Net Revenue for the quarter up 14% to Rs 1,440 Crores
- Consolidated Net Revenue for the year crossed Rs 5000 Crores mark and stood at Rs 5,428 Crores
- Consolidated PAT for the year grew by 5% to Rs 113 Crores
- The Board of Directors recommend a dividend of 30%

**Mumbai, April 29, 2015:** Raymond Limited today announced its audited financial results for the year ended March 31, 2015.

A snapshot of the results is given below:

Rs in Crore	Consolidated Results Snapshot					
	Q4 FY15	Q4 FY14	Y-o-Y	FY15	FY14	Y-o-Y
Revenue	1,440	1,268	14%	5,428	4,621	17%
EBITDA	120	142	-15%	522	553	-6%
EBITDA %	8%	11%		10%	12%	
Net Profit	21	8	164%	113	108	5%

*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.*



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*Consequent to these changes, the segment numbers in this press release are strictly not comparable with the earlier press releases.*

The **Textile segment's** sales for the quarter ended March 31, 2015 witnessed a Y-o-Y increase of 25% to Rs 677 Crores on the back of volume growth in domestic as well as in the export segment and increased penetration of shirting fabric across B2C channels. EBITDA for the quarter increased by 22% Y-o-Y to Rs 128 Crores.

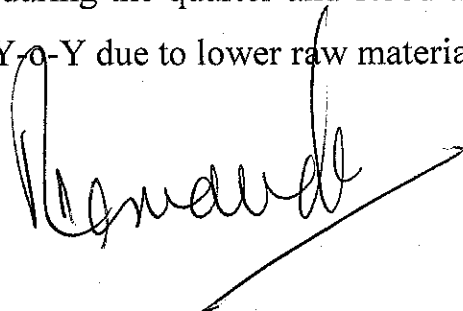
The **Apparel segment's** Net sales for the quarter increased 26% Y-o-Y to Rs 288 Crores driven by strong performance of all the brands. This segment achieved a marginal profit at EBITDA level, despite high brand building cost and stores roll out.

The **Retail Stores** count as at March 31, 2015 stood at 1,003 across all formats, including 43 stores in the Middle East and SAARC region covering over 1.8 million square feet of Retail space. During the quarter ended March 31, 2015, like to like sales growth blended across all formats grew by 8%. Total sales through the exclusive retail network grew by 12% Y-o-Y.

The **Garmenting** segment's Net sales grew by 5% Y-o-Y to Rs 120 Crores during the quarter. However, EBITDA declined by 66% Y-o-Y to Rs 6 crores.

The **High Value Cotton Shirting Fabric** business grew by 7% Y-o-Y to Rs 99 Crores during the quarter led by strong performance in the domestic market. EBITDA increased by 25% Y-o-Y to Rs 11 Crores.

The **Denim** segment de grew by 5% Y-o-Y during the quarter and stood at Rs 240 Crores. However, EBITDA increased by 9% Y-o-Y due to lower raw material prices.



Profitability of Tools & Hardware and Auto Components segment was severely impacted by subdued market, both in the domestic and overseas segments, resulting in lower capacity utilization, which coupled with higher input cost, resulted in negative bottom line.

Announcing the results, **Mr. Gautam Hari Singhania, Chairman & Managing Director, Raymond Limited** said: *"We ended the financial year 2014 -15 on a strong note with high revenue growth in the Lifestyle business, despite subdued consumer sentiment and high interest rates that prevailed for most part of the year. We have significantly stepped up our growth related investments in the form of higher Ad spends, New Store roll-outs, stores renovation etc., benefits of which is likely to accrue in the coming year. We are taking corrective steps to improve the performance of our Engineering business. We are hopeful of domestic scenario improving in the coming quarters and will continue to invest for growth in the exciting times 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, Color Plus, 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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