



LIFESTYLE LIMITED

(Formerly known as
Raymond Consumer Care Limited)



RLL/SE/25-26/50

October 29, 2025

To

The Department of Corporate Services - CRD
BSE Limited
P.J. Towers, Dalal Street
Mumbai - 400 001
Scrip Code: 544240

The National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Bandra-Kurla Complex
Bandra (East), Mumbai - 400 051
Symbol: RAYMONDLSL

Dear Sir/Madam,

Sub: Raymond Lifestyle Limited – Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Unaudited Financial Results for the Quarter and Half year ended September 30, 2025.

The meeting of the Board of Directors commenced at 09:00 A.M. and concluded at 10:20 A.M.

The Investor Presentation is also available on the website of the Company i.e. <https://raymondlifestyle.com/>.

We request you to take the above information on record.

Thanking you.

Yours faithfully,

For **Raymond Lifestyle Limited**

Digitally signed
by Priti Nitin
Alkari
Date: 2025.10.29
12:39:28 +05'30'

Priti Alkari
Company Secretary

Encl.: A/a



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Maharashtra, India.
Phone: +91 2261527000
Website: www.raymondlifestyle.com

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Maharashtra, India.
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Maharashtra, India.
Phone: +91 2240349999



Raymond

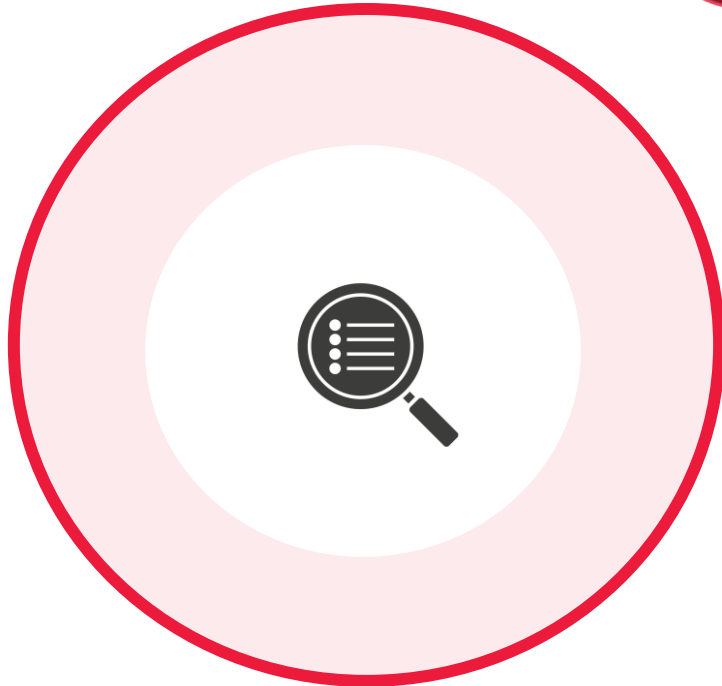
LIFESTYLE LIMITED

RESULTS PRESENTATION

Q2FY26 & H1FY26 | October 28, 2025



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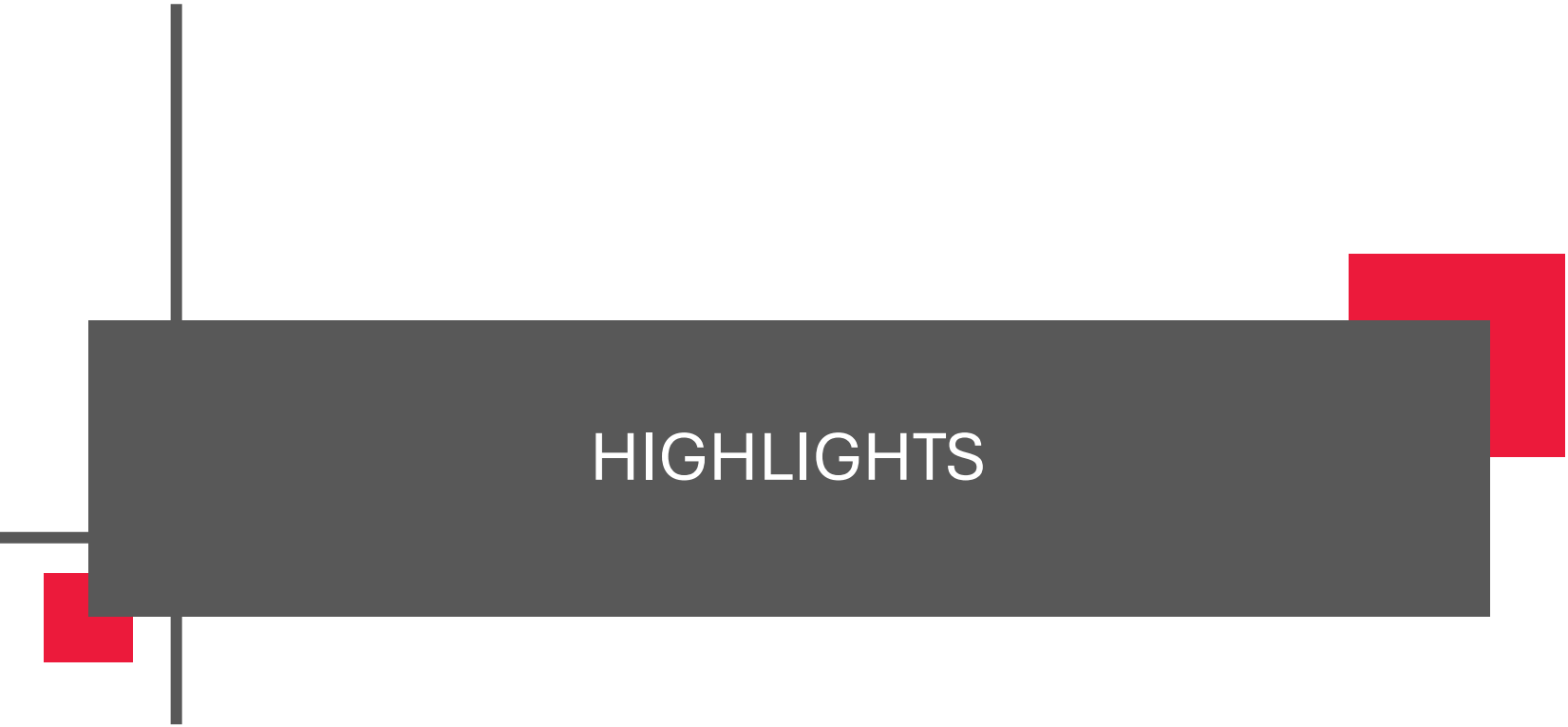
Raymond Lifestyle – 2.0

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HIGHLIGHTS

Q2FY26 - Performance Snapshot

TOTAL INCOME

EBITDA

PBT

FINANCIAL PERFORMANCE

Q2FY26

₹ 1,865 Cr.

YoY
8%

₹ 259 Cr.

YoY
7%

₹ 108 Cr.

YoY
(4%)

Margin 13.9%

Margin 5.8%

H1FY26

₹ 3,340 Cr.

YoY
12%

₹ 381 Cr.

YoY
15%

₹ 83 Cr.

YoY
3%

Margin 11.4%

Margin 2.5%

OPERATING HIGHLIGHTS

**STORE
COUNT**

1,663



71 (YoY)

1,592 Stores
(Sep'24)



(12) (QoQ)

1,675 Stores
(Jun'25)

NET DEBT

₹ 246 Cr.

Strong Domestic growth drives solid performance despite weak global demand



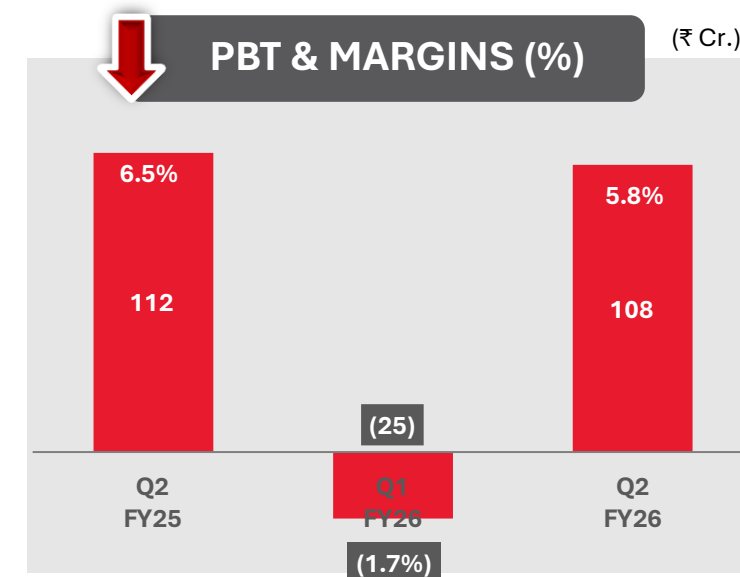
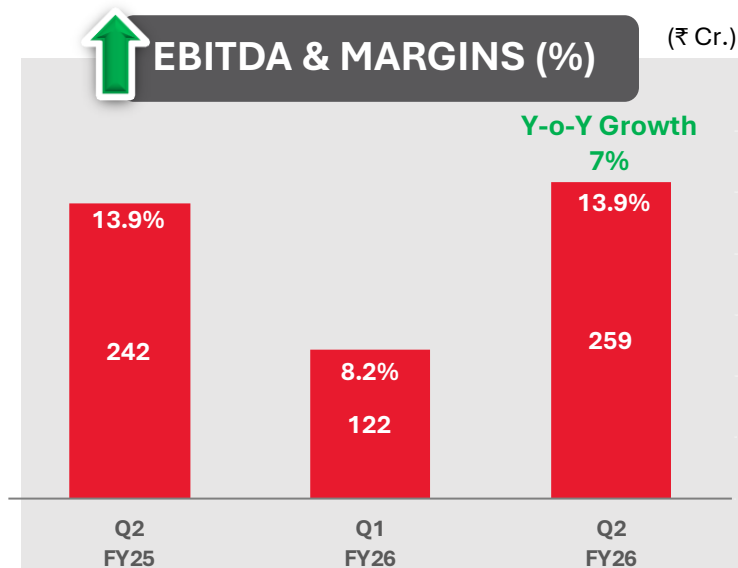
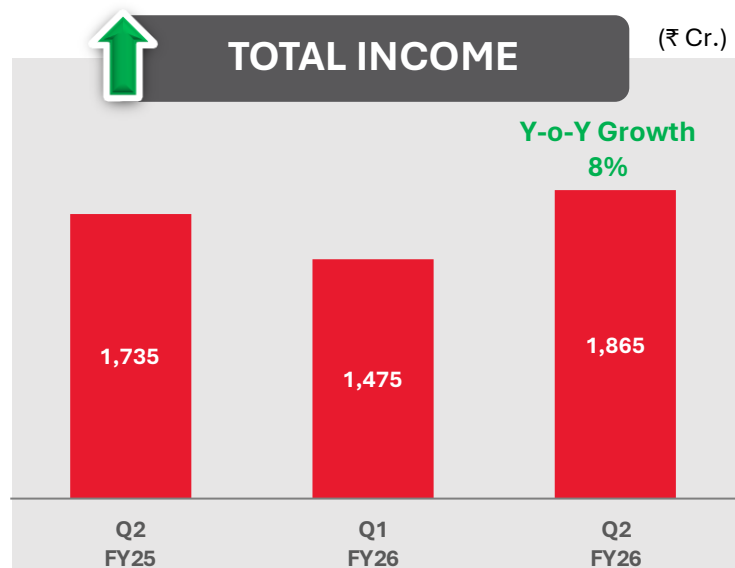
ECONOMY UPDATES

- Discretionary spending continues to be impacted primarily due to mixed demand
- Tax relief (revised rates for Income tax & GST) to release disposable income and uplift urban demand

MARKET UPDATES

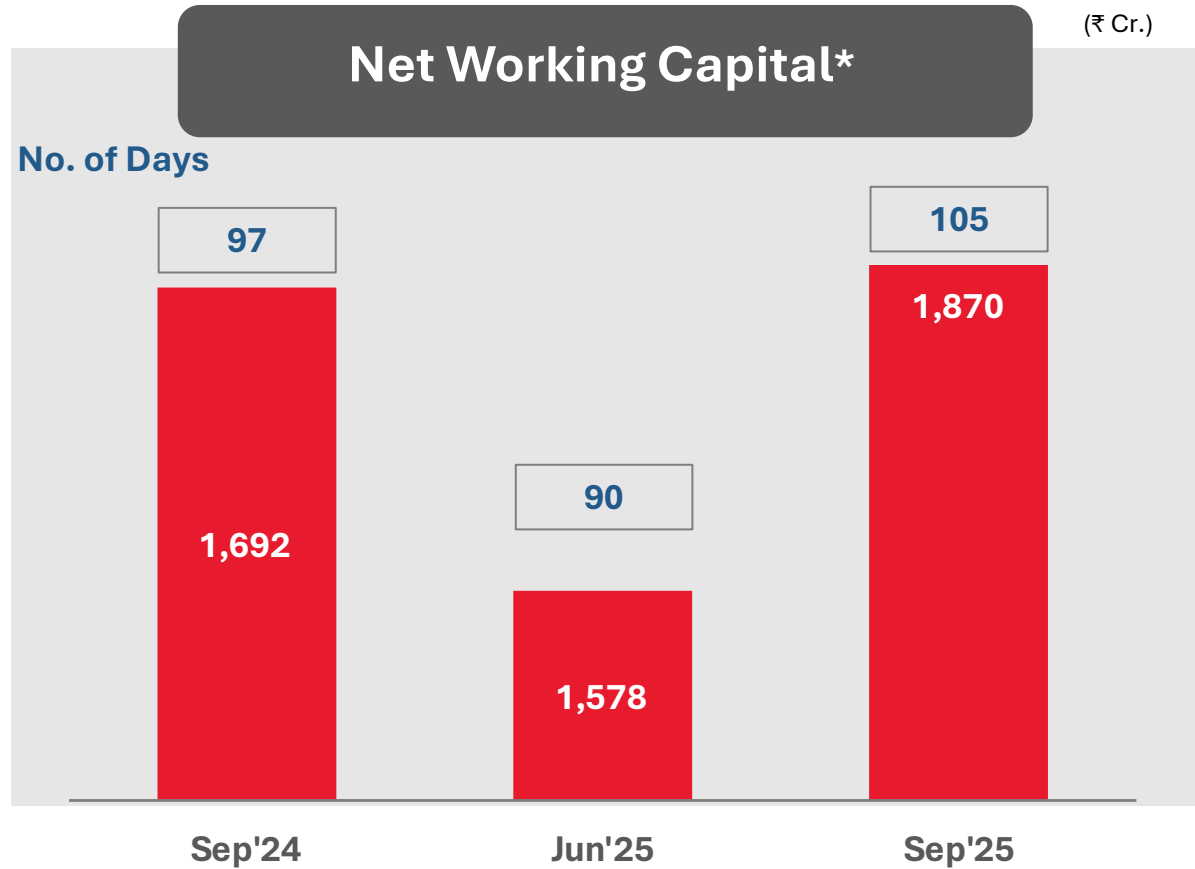
- Geopolitical tensions and US Tariffs concerns continued to remain key challenges in the international market
- UK FTA expected to trigger fresh demand shift to India

Q2FY26 Performance Highlights



- **Record Q2 revenue** on the back of solid domestic performance, led by strong volume growth in Branded Textile & Branded Apparel, **amidst international headwinds**.
- **Garmenting & B2B export revenue continues to be impacted** predominantly due to **US tariff uncertainty leading to weaker order book**
- **EBITDA up by 7%** on account of volume increase, improved product mix and better operating leverage despite consciously increasing advertising expenditure
- **Retail network optimized:** 19 new stores opened, and 31 low-performing stores exited during the quarter

Q2FY26 and H1FY26 Performance Highlights



- **NWC** stood at **105 days** in **Sep'25** v/s 97 days in Sep'24, mainly due to inventory build up in the expanded retail and distribution network for the festive season & wedding demand.

* NWC Days calculated based on Trailing Twelve Month Revenue



FINANCIAL PERFORMANCE

Q2FY26 Performance Highlights

Consolidated Performance

Particulars (₹ Cr.)	Q2FY26	Q1FY26	Q2FY25	YoY
Total Income	1,865	1,475	1,735	8%
Expenses	1,606	1,353	1,493	
EBITDA	259	122	242	7%
<i>EBITDA Margin %</i>	<i>13.9%</i>	<i>8.2%</i>	<i>13.9%</i>	
Depreciation	91	89	76	
Interest Expense	60	57	53	
PBT	108	(25)	112	(4%)
<i>PBT margin %</i>	<i>5.8%</i>	<i>(1.7%)</i>	<i>6.5%</i>	
Taxes	(29)	5	(11)	
Net Profit	79	(20)	102	(22%)
Exceptional Items	(5)	0	(59)	
Net Profit Post Exception	74	(20)	42	77%

H1FY26	H1FY25	YoY
3,340	2,984	12%
2,960	2,654	
381	331	15%
<i>11.4%</i>	<i>11.1%</i>	
180	151	
117	100	
83	80	3%
<i>2.5%</i>	<i>2.7%</i>	
(24)	(2)	
59	79	(25%)
(5)	(60)	
55	19	188%

Quarterly

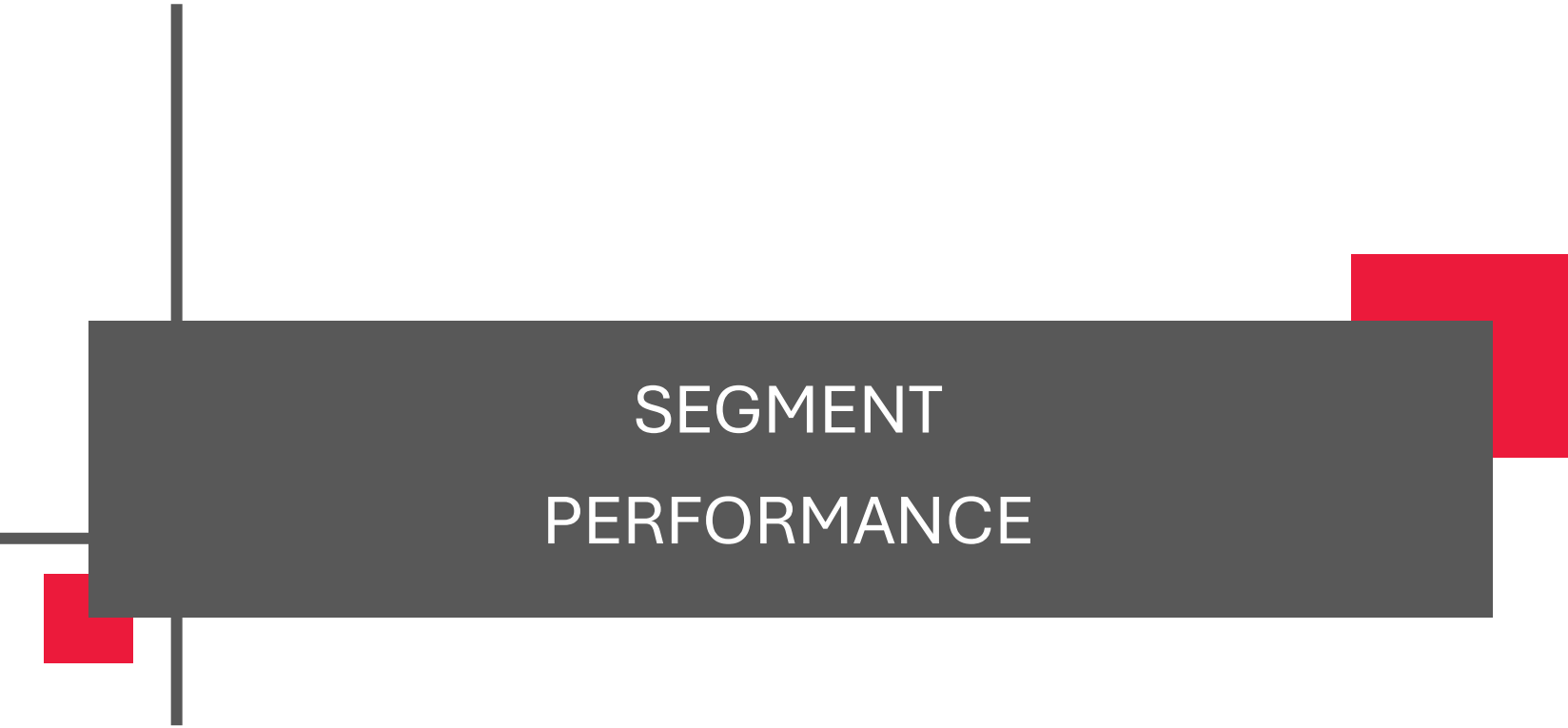
Post IndAS 116	TOTAL INCOME			EBITDA			EBITDA %	
Particulars (₹ Cr.)	Q2 FY26	Q2 FY25	YoY	Q2 FY26	Q2 FY25	YoY	Q2 FY26	Q2 FY25
Branded Textile	937	854	10%	188	161	16%	20.0%	18.9%
Branded Apparel	491	441	11%	25	57	(56%)	5.2%	13.0%
Garmenting	269	260	4%	15	25	(41%)	5.4%	9.6%
High Value Cotton Shirting	212	228	(7%)	25	22	13%	11.8%	9.7%
Others [#]	(43)	(48)		7	(24)			
Raymond Lifestyle Consolidated	1,865	1,735	8%	259	242	7%	13.9%	13.9%

[#] Others includes unallocated expenses, elimination and other income

Half Yearly

Post IndAS 116	TOTAL INCOME			EBITDA			EBITDA %	
Particulars (₹ Cr.)	H1 FY26	H1 FY25	YoY	H1 FY26	H1 FY25	YoY	H1 FY26	H1 FY25
Branded Textile	1,653	1,419	17%	290	215	35%	17.6%	15.2%
Branded Apparel	861	744	16%	44	72	(39%)	5.1%	9.7%
Garmenting	466	512	(9%)	7	34	(80%)	1.5%	6.6%
High Value Cotton Shirting	416	414	1%	44	32	37%	10.7%	7.8%
Others [#]	(56)	(104)		(5)	(23)			
Raymond Lifestyle Consolidated	3,340	2,984	12%	381	331	15%	11.4%	11.1%

[#] Others includes unallocated expenses, elimination and other income



SEGMENT PERFORMANCE



Particulars (₹ Cr.)	Q2 FY26	Q1 FY26	Q2 FY25	YoY	H1 FY26	H1 FY25	YoY
Revenue	937	716	854	10%	1,653	1,419	17%
EBITDA	188	103	161	16%	290	215	35%
EBITDA margin	20.0%	14.3%	18.9%		17.6%	15.2%	



REVENUE

Higher on account of robust volume growth, **early festive onset** and **strong bookings** as compared to the previous year



EBITDA

Margin expansion of **~110 bps Y-o-Y** on account of **improved product mix**.



Suiting: New Product Launches

VENIZO

A premium wool-rich collection crafted with a luxurious super 130s, 70/30 blend. Designed for both youth and men. Experience elegance, feel the difference. Expanding the range in Designs offering in a catalogue form.

New selvedge upgradation



ROYAL SOFT

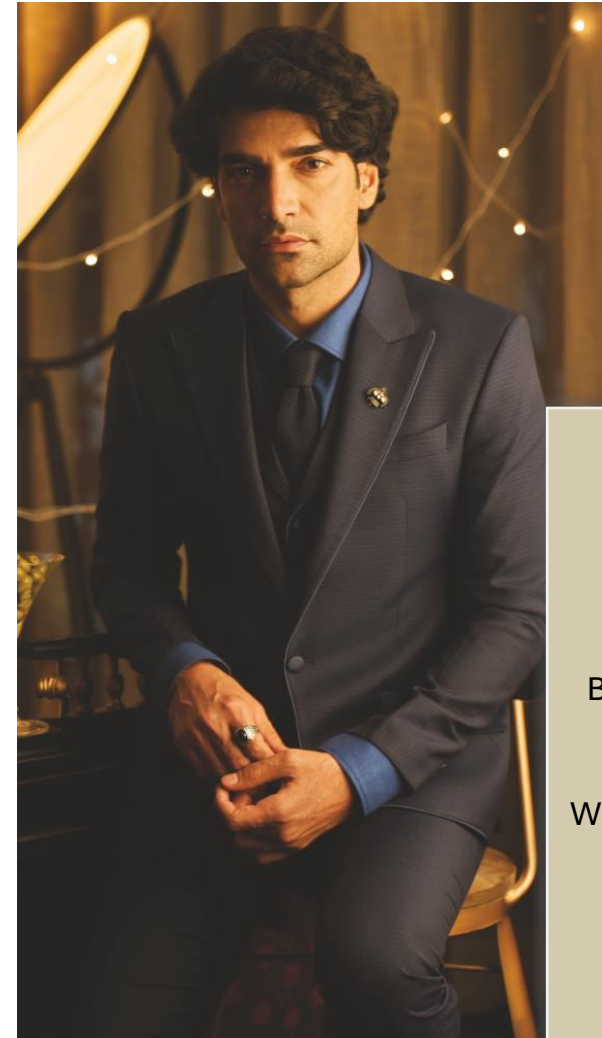
100 years legacy with 100 shades of winter wear jacketing. Offered in pure wool super 70s, the range brings in a wide scope for coordinated looks in terms of Jackets, Waistcoats and Trousers.



Suiting: New Product Launches

SUPER LUXE

Finest Wool Rich fabric in SUPER 200s, 70/30. The collection is a perfect way to add a touch of elegance and sophistication to your wardrobe.



DRAPE CODE

Crafted from Bio polished SUPER 140s and 120s Merino wool, Which enhances its natural finesse and easy-care properties.

WOOLVANCE

WHY WOOL?

“Crafted from natural fibers for unmatched comfort, breathability, and effortless style—perfect for both formal and casual wear, across seasons”

PRODUCT OFFERING:

- 100% wool shirts
- Wool/cotton blended shirts



DENIGMA

WHAT'S UNIQUE?

“Denigma delivers the perfect blend of style and substance—combining trendy denim aesthetics with premium shirting quality. Crafted with denim-look prints, yarn-dyed designs, and authentic 100% denim fabric, this collection meets the growing demand for versatile, durable, and fashion-forward menswear”

PRODUCT OFFERING:

- Denim-look printed shirting fabric
- Yarn-dyed shirting and bottom weight designs
- Authentic 100% denim shirting fabric





Particulars (₹ Cr.)	Q2 FY26	Q1 FY26	Q2 FY25	YoY	H1 FY26	H1 FY25	YoY
Revenue	491	370	441	11%	861	744	16%
EBITDA	25	19	57	(56%)	44	72	(39%)
EBITDA margin	5.2%	5.0%	13.0%		5.1%	9.7%	

REVENUE



Growth was witnessed across all brands and key channels such as **LFS, EBO's, MBO's and online**.

EBITDA



Impacted due to **increased marketing spends** and **lower sales achieved in new stores** which were opened in the last 12 months.



Our Brands

Raymond
LIFESTYLE LIMITED



Park Avenue: Tech Meets Style


PARK AVENUE
x
KUSH MAINI
F1 Reserve Driver, F2 Driver



SPEED MEETS STYLE


PARK AVENUE



TECH

MEETS

STYLE

AIRSHIELD

FLEXTECH

TECHNOCLEAN



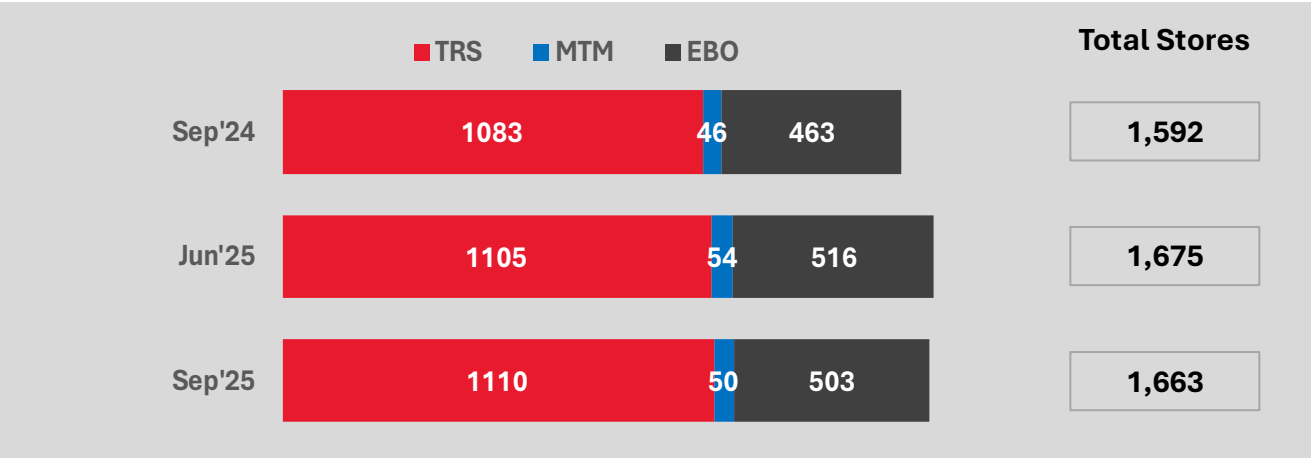
FLEXTECH


PARK AVENUE

CP
ColorPlus



Continuing expansion of retail footprint



Exclusive Outlets & Brands

THE Raymond SHOP

Raymond

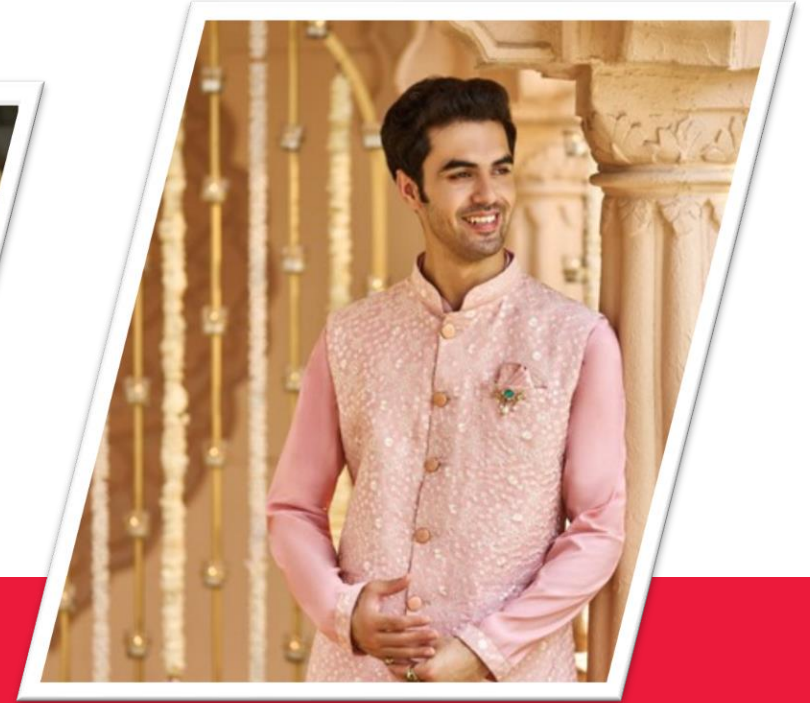
ColorPlus

PARK AVENUE

parx

ethnix by Raymond

Raymond Made to Measure



WEDDING COLLECTION



- Opened 3 stores & closed 4 stores in Q2FY26 taking the tally to **139 stores**
- Newly Launched Smart Ethnix collection – an eclectic design code, defining an array of fusion silhouettes of Short Kurtas, Bundi and Trousers

ethnix
by **raymond**

FESTIVE COLLECTION



SMART ETHNIX





Particulars (₹ Cr.)	Q2 FY26	Q1 FY26	Q2 FY25	YoY	H1 FY26	H1 FY25	YoY
Revenue	269	197	260	4%	466	512	(9%)
EBITDA	15	(8)	25		7	34	(80%)
EBITDA margin	5.4%	(3.9%)	9.6%		1.5%	6.6%	



REVENUE

Impacted on account of **US tariff uncertainty** and **weak order book**



EBITDA

Impacted on account of **scale deleverage**



High Value Cotton Shirting

Raymond
LIFESTYLE LIMITED



High Value Cotton Shirting

Particulars (₹ Cr.)	Q2 FY26	Q1 FY26	Q2 FY25	YoY	H1 FY26	H1 FY25	YoY
Revenue	212	205	228	(7%)	416	414	1%
EBITDA	25	20	22	13%	44	32	37%
EBITDA margin	11.8%	9.5%	9.7%		10.7%	7.8%	



REVENUE

Subdued demand from our B2B customers.



EBITDA

Growth predominantly on account of **improved product mix**



The Complete Man - Wedding Campaign

Raymond
LIFESTYLE LIMITED



The Raymond Shop - Brand Campaign

Raymond
LIFESTYLE LIMITED



Shirting Campaign

Raymond
LIFESTYLE LIMITED



ENVIRONMENT (E)



15%

Reduction in Scope 1 & 2 GHG Emissions by 2030



25%

Renewable Energy Target by 2030



ZERO

Waste to landfill by 2030



ZERO*

Liquid Discharge (ZLD) by 2030

SOCIAL (S)



Single-Digit

Employee Turnover Rate



ZERO

Fatalities in Workplace Safety



40%

Female representation target by 2030

GOVERNANCE (G)



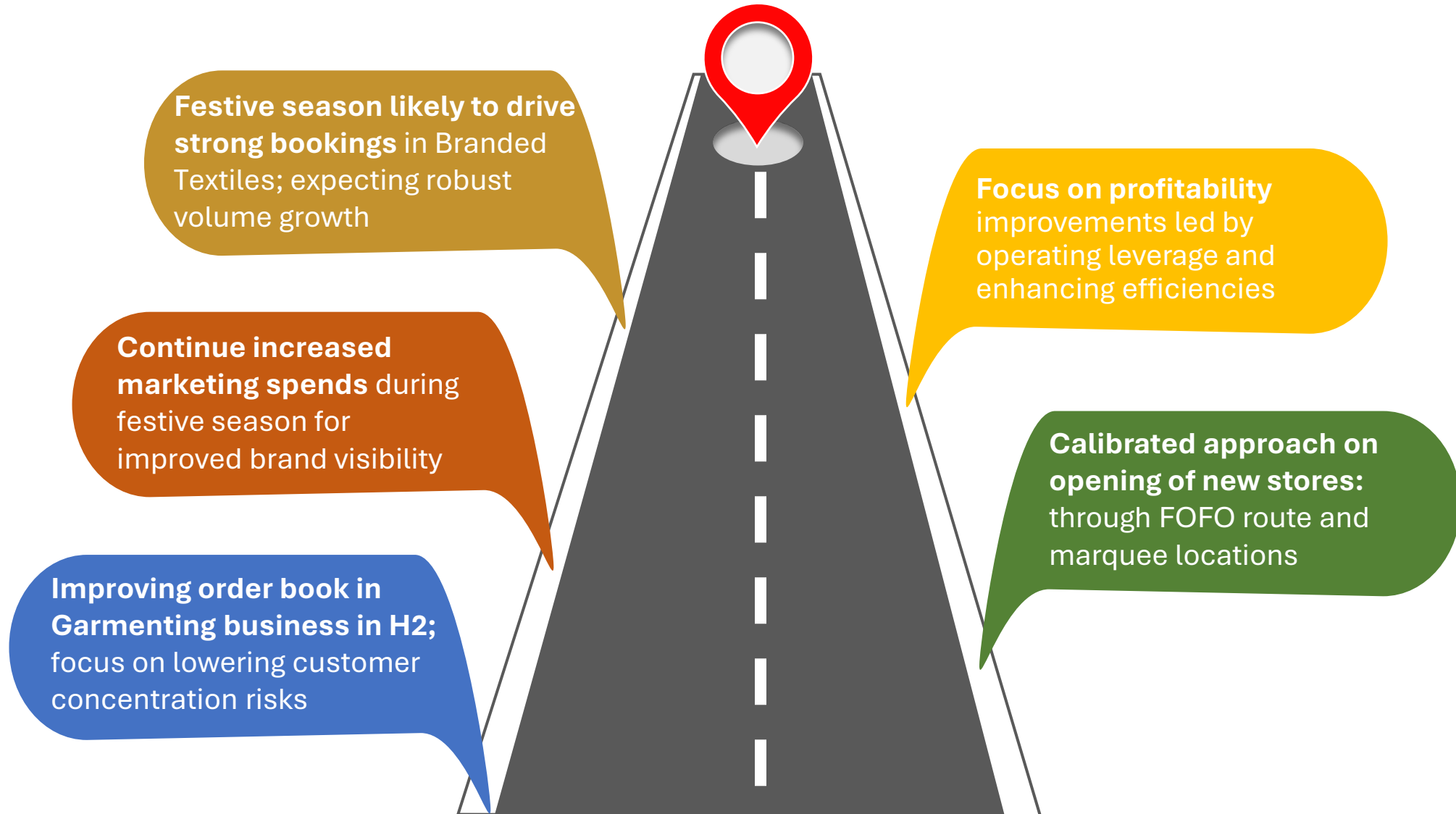
100%

Independent Directors on all Board Committees

“Our quarterly performance reflects encouraging momentum driven by a strong domestic demand across core lifestyle categories. Even as we navigate global macroeconomic headwinds, we remain focused on agility and strategic foresight—closely tracking opportunities from the UK-India Free Trade Agreement and potential risks from US tariff changes. This disciplined approach ensures we continue creating enduring value for all stakeholders”



GAUTAM HARI SINGHANIA
Executive Chairman



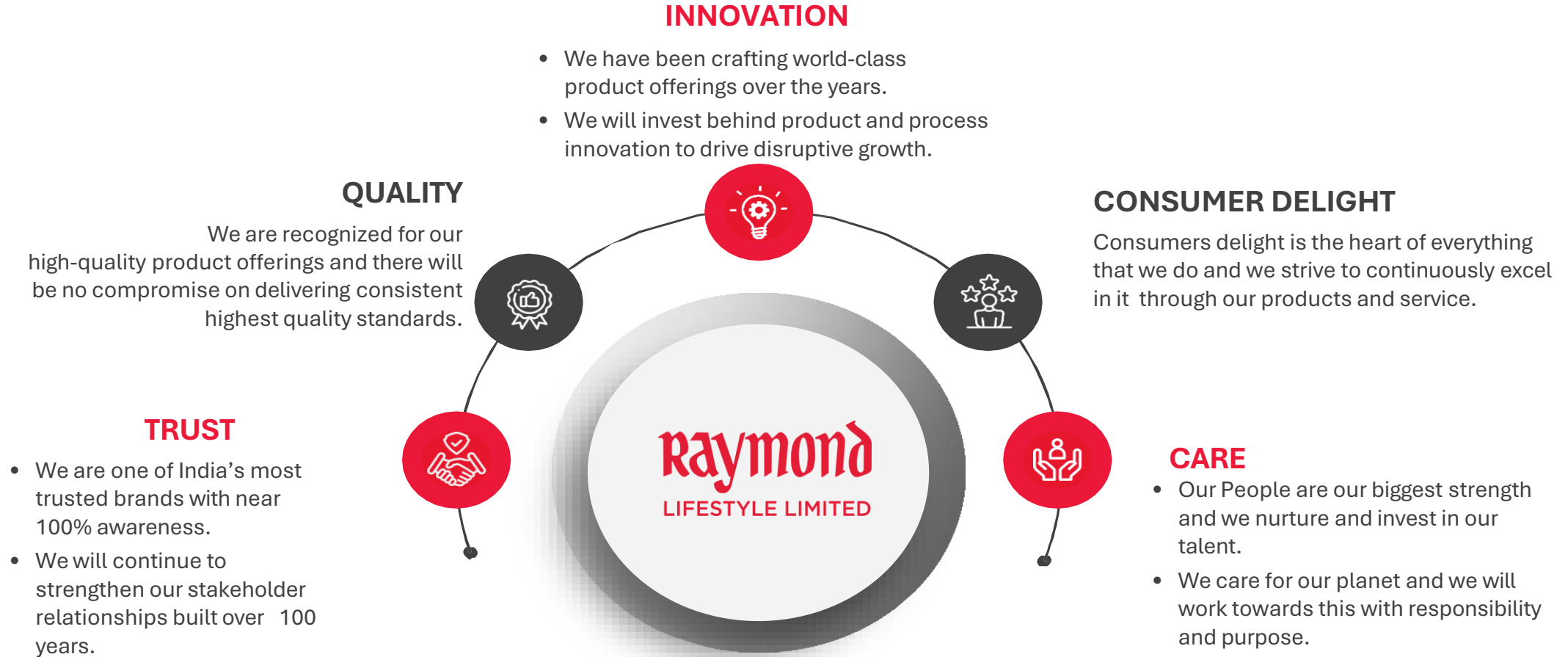


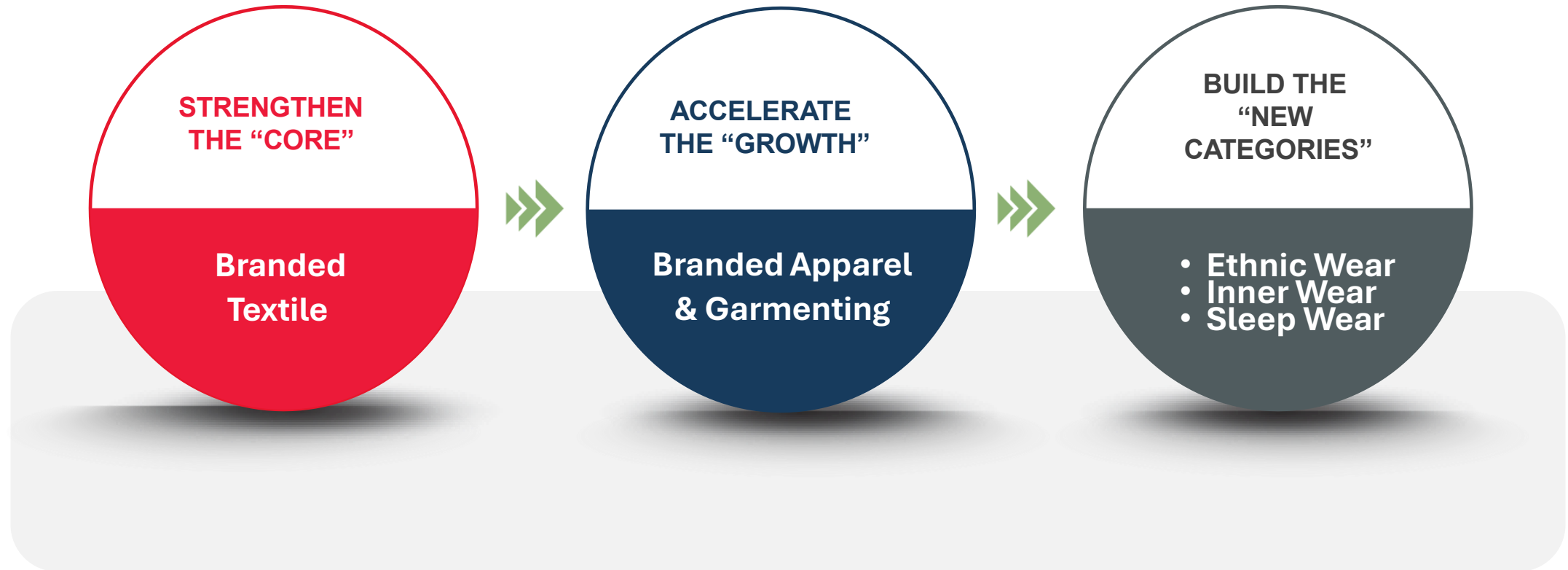
RAYMOND LIFESTYLE - 2.0



To be the leading **FASHION & LIFESTYLE** company with loved brands, fashion first approach and a delightful consumer experience to deliver superior stakeholder value.







Growth Drivers



RAYMOND - THE COMPLETE MAN



LEADERSHIP & MANAGEMENT TEAM

Strong Governance with High Pedigree Board Members



GAUTAM HARI SINGHANIA
Executive Chairman



K. NARASIMHA MURTHY
Independent Director
Ex- Director NSE, ONGC, LIC & UTI



VINEET NAYAR
Independent Director
Ex- CEO HCL



ANISHA MOTWANI
Independent Director
Strategic Advisor, World Bank



DINESH LAL
Independent Director
Over 50 years of diverse industry experience



GIRISH C. CHATURVEDI
Independent Director
Ex- Chairman ICICI, NSE & PFRDA



RAJIV SHARMA
Independent Director
Ex- CEO COATS

Led by Experienced Management Team



VIKRAM MAHALDAR
Chief Business Officer
(Suiting)



ANUPAM DIKSHIT
Chief Business Officer
(Shirting)



NEERAJ NAGPAL
Chief Business Officer
(Apparel, MTM & TRS)



VIPUL MATHUR
Chief Business Officer
(Home & Ethnix)



MANISH BHARATI
Chief Business Officer
(Garmenting & IB)



DEBDEEP SINHA
Chief Business Officer
(Sleepz & IW)



MLN PATNAIK
Chief HR Officer



RAVI HUDDA
CDO, Lifestyle & Group CIO

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LIFESTYLE LIMITED

Thank You

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