



CORPORATE OFFICE

NEW HIND HOUSE,
NAROTTAM MORARJEE MARG, BALLARD ESTATE,
MUMBAI 400 001, INDIA

Press Release

For Immediate Dissemination

Raymond restores its retail network and strengthens omni-channel capabilities

June liquidity maintained at March levels

Mumbai, 14th September, 2020: Raymond Limited today announced its unaudited financial results for the quarter ended June 30, 2020.

Performance Highlights

- **Retail Stores:** During Lockdown 1.0 and 2.0, retail stores remained closed; gradual reopening from lockdown 3.0 onwards with easing of restrictions with ~80% of stores i.e. 1,332 stores were operational as on 30th June
- Currently ~95% of our store network spread across 600+ towns & cities are operational and adhering to all COVID-19 related guidelines for employees & customers. Also, consumer demand back to ~50% of previous year levels in our The Raymond Shop (TRS) network
- Q1FY21 operations impacted by lockdown due to COVID 19 pandemic
- **Cost reduction:** Company has undertaken cost rationalization & various cost control measures relating to sales & marketing, manpower, rentals and others. This has resulted in operating cost at Rs. 275 Crores, lower by 50% on a Q-o-Q basis from Rs. 551 Crores in Q4FY20 and lower by 44% on a Y-o-Y basis from Rs. 494 Crores in Q1FY20
- **June liquidity maintained at March levels:** Net Debt at Rs 1,827 Crores lower vs Mar'20 Net Debt of Rs 1,859 Crores
- **Leveraging capabilities and go-to-market initiative**
 - Repurposing Garmenting factories to manufacture PPE products for government, hospitals and corporate sectors
 - FMCG products in sanitizing and hygiene categories such as hand cleansers, hand wash, high alcohol content colognes and floor cleaners

Commenting on the quarter performance, Mr. Gautam Hari Singhania, Chairman & Managing Director, Raymond Limited said, *"Raymond's expansive retail network remains key to the business and it is re-assuring to see that over 95% of our retail stores are now operational. While tiding through the tough times, managing effective cash flows through significant cost reduction coupled with maintaining liquidity levels and debt reduction have been the highlights of the quarter. With ease in restrictions now, we are witnessing that consumer sentiment is gradually picking up across the country. As we move closer to the festive and wedding season, it is expected that the increased consumer spending will bring in the much needed recovery"*

Consolidated Financial Performance Summary (Post AS 116)

Rs. in Crores	Q1FY21	Q1FY20
Net Revenue	222	1,470
EBITDA	(167)	144
Net Profit	(242)	(15)

Q1FY21 performance was impacted as foreknown due to continuous lockdown amidst COVID pandemic

Branded Textile & Branded Apparel

- Textile & Apparel industry has been impacted due to lockdown & related lower consumer demand, primary sales as well as secondary sales were impacted in Q1
- Currently, Suiting plants are operational to meet fabric demand for domestic consumption and export orders

Enhancing Digital Capabilities:

- **Omni Channel:** Integrating our online and offline offerings with entire EBO offerings available on-line, revamped own website and launch of [MyRaymond.com](https://www.myraymond.com)
- Moving from physical tradeshows to digital platforms, introduced digital swatch books, catalogues, flipbooks and others
- Taking the store to customer for Virtual Shopping through 'Raymond Home Assist'
- Introduced a slew of digital interventions such as sales pitches through video call, Tailoring Subscription program, store opening communication and virtual tours for ease in shopping

Garmenting: Effective repurposing of our factories yielded over Rs. 50 Crores of revenues from PPE products. Also, bulk and MTM orders from US, Japan & UK market are gradually increasing

High Value Cotton Shirting: Both shirting plants remained shut during the quarter due to lockdown. Plants are now operational from July onwards mainly catering to B2B domestic customers

Tools and Hardware: Resumed production in May to service pending export orders. Currently, the business is clocking revenue at ~95% of previous year levels

Auto Components: Resumed to service pending export orders from May onwards. As the auto sector is reviving, the business is operating with ~90% of previous year levels led primarily by domestic market

Real Estate business was quick to adapt digital enablers and since June is offering virtual product walk-through to its potential customers. Received 13 bookings in the quarter resulting in total of 963 bookings (over 60% of total inventory of ~1,530 units) till June'20 with booking value of ~Rs. 970 Crores in the 6 towers launched

About Raymond Limited

Raymond is India's largest integrated worsted suiting manufacturer that offers end-to-end solutions for fabrics and garmenting. Over the years, Raymond has been synonymous with quality, innovation and market leadership. It has some of the leading brands within its portfolio – 'Raymond Ready to Wear', 'Park Avenue', 'ColorPlus', 'Parx', 'Raymond Made to Measure' amongst others. Raymond has one of the largest exclusive retail networks in the country with over 1,500 stores in more than 600 towns.

Raymond also has presence in FMCG sector through Raymond Consumer care that offers wide range of products in men's personal grooming category and personal hygiene. The group also has presence in engineering and auto components across national and international markets. In 2019, Raymond has also forayed into the realty sector through the launch of its maiden project 'aspirational district' spread across 14 acres housing ~3,000 residential units.

Having enjoyed the patronage of over a billion consumers, Raymond as a brand has been consistently delivering world class quality products to its consumers over the past nine decades.

To know more, visit us today at www.raymond.in

For further information, please contact:

Rohit Khanna
Corporate Communications
Raymond Limited
Tel: 022 6152 7624
Email: Rohit.khanna@raymond.in