



RESULTS PRESENTATION QUARTER ENDED DECEMBER 31, 2014

















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- The particulars of this presentation contain statements related but not limited to revenues, financial results and supplemental financial information which has been compiled by the management, not to be construed as being provided under any legal or regulatory requirement and are not intended to invite any investment in the Company. The information contained in this presentation has not been subjected to review by any auditors or by the Board of Directors of the Company. The figures for the previous periods in this presentation have been regrouped/ reclassified, wherever necessary. Company assumes no responsibility and does not provide any warranty to the accuracy or comprehensiveness of the information contained in this presentation.
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- ANNEXURE PUBLISHED RESULTS



















HIGHLIGHTS



BUSINESS WISE DETAILS



WAY FORWARD



ANNEXURE- PUBLISHED RESULTS

















CONSOLIDATED HIGHLIGHTS

QUARTER ENDED DECEMBER 2014

- Net Sales for the quarter grew by 15% y-o-y to Rs 1,382 cr
- EBITDA for the quarter declined by 5% y-o-y to Rs 156 cr
- PAT for the quarter declined marginally to Rs 56 cr

NINE MONTHS ENDED DECEMBER 2014

- Net Sales for the 9 months grew by 19% y-o-y to Rs 3,932 cr
- EBITDA for the 9 months declined by 2% y-o-y to Rs 402 cr
- PAT for the 9 months declined by 8% y-o-y to Rs 91 cr

















CONSOLIDATED RESULTS

INR Crore	Q3 FY15	Q3 FY14	Change	9M FY15	9M FY14	Change	
Net Revenue	1,396	1,226	14%	3,988	3,353	19%	
Net Sales	1,382	1,207	15%	3,932	3,304	19%	
EBITDA	156	164	-5%	402	411	-2%	
EBITDA margin	11.2%	13.4%		10.1%	12.3%		
EBIT	115	115	0%	282	266	6%	
EBIT margin	8.2%	9.4%		7.1%	7.9%		
Net Profit	56	57	-1%	91	99	-8%	
Profit margin	4.0%	4.6%		2.3%	3.0%		











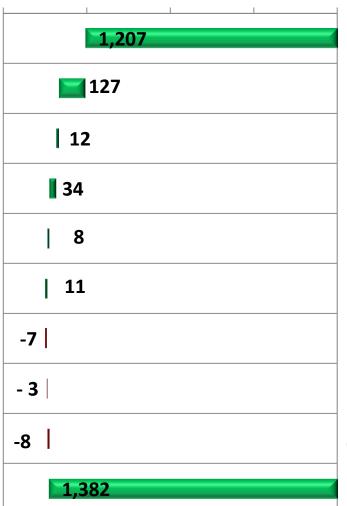






Q3 SALES BRIDGE (Rs. Cr)

1,600 1,200 800 400 0



Q3 EBITDA BRIDGE (Rs. Cr)

50 100 150 200 **Q3 FY14** 164 **Branded Textiles 12 Branded Apparel** - 12 Garmenting -1 **Denim** 1 **Shirting** 0 **Tools & Hardware** -5 -4 **Auto Components** 2 Others & Elimination 156 **Q3 FY15**











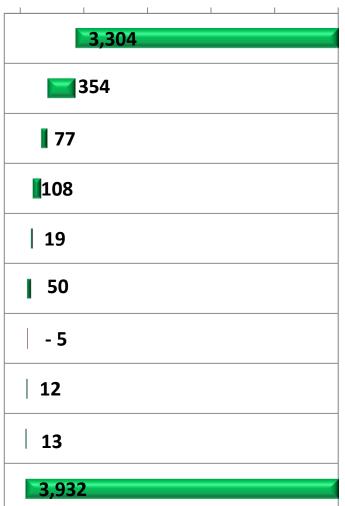






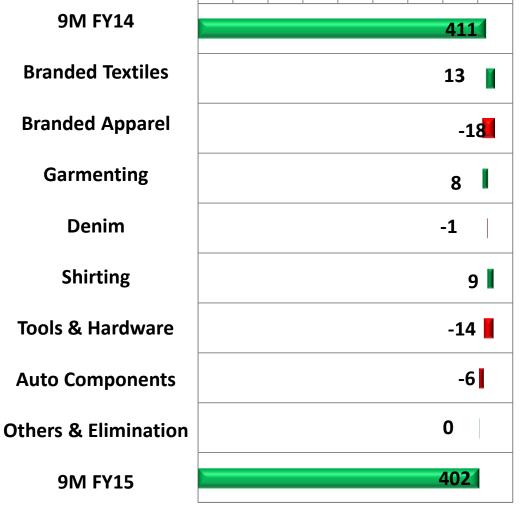
9M SALES BRIDGE (Rs. Cr)

4,000 3,200 2,400 1,600 800 0





0 50 100 150 200 250 300 350 400 450























BUSINESS WISE DETAILS























BRANDED TEXTILES

INR Crore	Q3 FY15	Q3 FY14	Change	9M FY15	9M FY14	Change				
Net Sales	681	555	23%	1,867	1,513	23%				
EBITDA	130	119	10%	319	306	4%				
EBITDA margin	19.1%	21.4%		17.1%	20.2%					

- Increase in sales led by
 - growth in domestic market and
 - penetration of shirting fabric across B2C channels
- Margins impacted due to product mix, higher advertisement and stores renovation



















BRANDED APPAREL

INR Crore	Q3 FY15	Q3 FY14	Change	9M FY15	9M FY14	Change					
Net Sales	256	244	5%	723	646	12%					
EBITDA	9	20	-58%	10	28	-64%					
EBITDA margin	3.3%	8.4%		1.4%	4.4%						
		•			ř						

- Moderate sales growth due to lower primary sales and deep discounting by e-tailers
- Sales through secondary channels i.e. LFSs & EBOs grew 7% y-o-y on blended basis
- EBITDA margins lower y-o-y due to higher brand building cost and stores roll out











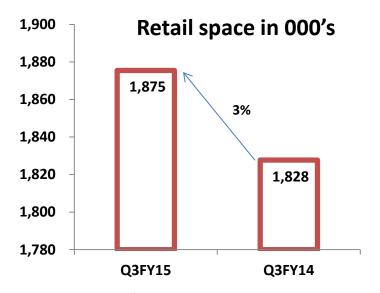


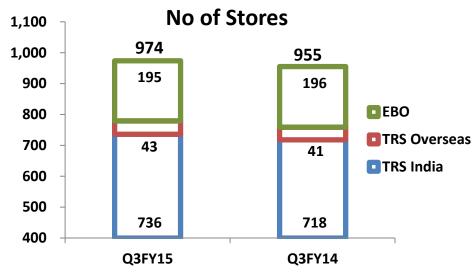






EXCLUSIVE RETAIL NETWORK





During the quarter, we

- TRS includes Made to Measure (MTM) stores
- added 22 new stores and closed 12 stores
- completed 8 stores renovation and 9 stores under renovation
- Blended same store sales growth across formats was flat
- Total sales growth across the exclusive network was 4% y-o-y



















GARMENTING

INR Crore	Q3 FY15	Q3 FY14	Change	9M FY15	9M FY14	Change	
Net Sales	138	104	32%	413	305	35%	
EBITDA	14	15	-9%	45	37	21%	
EBITDA margin	10.0%	14.5%		11.0%	12.2%		

- Increase in sales led by volumes growth
- EBITDA margins impacted due to higher employee cost and selling expenses



















DENIM [Joint Venture]

	1	<u>.</u>						
INR Crore	Q3 FY15	Q3 FY14	Change	9M FY15	9M FY14	Change		
Net Sales	243	235	4%	722	703	3%		
EBITDA	24	22	6%	70	71	-1%		
EBITDA margin	9.7%	9.5%		9.7%	10.0%			
	<u>\/</u>	; 			? 			

The results shown above are of the Indian and Foreign operations of the Joint Venture. Raymond's share is 50% thereof.

- Increase in sales driven by higher exports
- EBITDA margins improved y-o-y

















HIGH VALUE
COTTON SHIRTING



HIGH VALUE COTTON SHIRTING FABRIC

INR Crore	Q3 FY15	Q3 FY14	Change	9M FY15	9M FY14	Change				
Net Sales	97	86	13%	294	245	20%				
EBITDA	10	9	2%	36	27	33%				
EBITDA margin	9.8%	11.0%		12.2%	11.1%					
		,	•		<u> </u>					

The results shown above are for 100% operations.

- Sales growth driven by combination of volumes and better realisations in domestic market
- Margins impacted due to higher manufacturing cost



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TOOLS & HARDWARE

INR Crore	Q3 FY15	Q3 FY14	Change	9M FY15	9M FY14	Change
Net Sales	104	110	-6%	313	318	-2%
EBITDA	6	11	-44%	20	34	-41%
EBITDA margin	6.3%	10.4%		6.4%	10.8%	
					; 	

The results shown above are for 100% operations and includes minority interest

- Sales degrew by 6% due to subdued markets
- Margins impacted due to higher input cost and lower capacity utilisation

















AUTO COMPONENTS

INR Crore	Q3 FY15	Q3 FY14	Change	9M FY15	9M FY14	Change			
Net Sales	54	56	-5%	184	172	7 %			
EBITDA	3	7	-62%	16	21	-26%			
EBITDA margin	4.8%	11.9%		8.4%	12.2%				
				<u> </u>					

The results shown above are for 100% operations and includes minority interest

- Sales de grew by 5% due to subdued exports market
- EBITDA declined y-o-y due to higher input cost and lower capacity utilisation









































WAY FORWARD

- Continue to
 - Strengthen Apparel Brands
 - Grow product categories in Fabric business by leveraging Raymond brand
 - Expand and Modernize exclusive retail network
 - Expand capacities in business having export potential
- Concerns
 - Slow growth in wool blended Fabric
 - Deep discounting by E -tailers

























ANNEXURE- PUBLISHED RESULTS

























ANNEXURE- PUBLISHED RESULTS















The Board of Directors Raymond Limited Mumbai

- 1. We have reviewed the consolidated results of Raymond Limited, its subsidiaries, jointly controlled entities and associate companies hereinafter referred to as the "Group" for the quarter ended December 31, 2014 which are included in the accompanying 'Statement of Unaudited Consolidated Financial Results for the quarter / nine months ended December 31, 2014', except for the disclosures regarding 'Public Shareholding' and 'Promoters and Promoter Group Shareholding' in Raymond Limited which have been traced from disclosures made by the Management but have neither been reviewed nor been audited by us. The Statement has been prepared by the Group's Management pursuant to Clause 41 of the Listing Agreement with the Stock Exchanges in India, which has been initialled by us for identification purposes. This Statement is the responsibility of the Group's Management and has been approved by the Board of Directors of Raymond Limited. Our responsibility is to issue a report on the Statement based on our review.
- 2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement.
- 3. A review is limited primarily to inquiries of group's personnel and analytical procedures applied to group's financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
- 4. We have only traced the disclosures regarding 'Public Shareholding' and 'Promoters and Promoter Group Shareholding' in Raymond Limited in the Statement from the disclosures made by the Group's Management and are, therefore, not expressing a review opinion thereon.
- 5. We did not review the financial results of (i) three subsidiaries considered in the preparation of the Statement and which constitute total revenue of Rs. 15518 lacs and Rs. 47258 lacs and net loss of Rs. 187 lacs and Rs. 99 lacs for the quarter and period then ended; and (ii) one associate company which constitute net profit/ (net loss) of Rs. 42 lacs and Rs. (389 lacs) for the quarter and period then ended. These financial results and other financial information have been reviewed by other auditors whose reports have been furnished to us, and our opinion on the Statement to the extent they have been derived from such financial results is based solely on the report of such other auditors.
- 6. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards notified pursuant to the Companies (Accounting Standards) Rules, 2006 as per Section 211(3C) of the Companies Act, 1956 read with the General Circular 15/2013 dated September 13, 2013 of the Ministry of Corporate Affairs in respect of Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Dalal & Shah Firm Registration Number: 102021W Chartered Accountants

Anish P. Amin

Partner

Membership Number: 40451

Mumbai January 21, 2015

REQUINITE
Registered Office: Plot No.158/H No.2, Village Zedgeon, Reinegiri 415 612 (Mehersehira)
CIN:L17117MH1925PLC001208
STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS
FOR THE QUARTER / NINE MONTHS ENDED DECEMBER 31, 2014

(Rs. in lace)

r. No.	Particulars	The	ee Months Ende	d	Nine Months Ended		Year Ended	
r. IVO.) at govinte	31,12,2014 30,09,2014		31.12.2013	31,12,2014	31,12.2013	31.03.2014	
	PARTI	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	
1	INCOME FROM OPERATIONS a) Net Sales / Income from Operations (net of excise duty) b) Other Operating Income Total Income from Operations (Net)	138232 26 138258	145391 683 146074	120681 134 120815	393232 775 394007	330417 458 330875	454798 971 455769	
2	EXPENSES a) Cost of materials consumed b) Purchases of slock-in-trade	34088 25449	38196 30980	34696 16079	105692 75496	100607 39909	134257 56629	
	c) Manufacturing and Operating costs d) Change in inventories of finished goods, work-in-progress and stock in trade	20746 (1399)	23282 (4658)	21907 (4266)	64667 (11380)	(13983)		
	and stock in trade e) Employee benefits expense f) Depreciation and amortisation expense g) Other expenses	16612 4182 28483	16301 3956 24783	23440	48584 12014 75573	14515 64868		
	Total Expanses	128140	132630	[370658			
\$	Profit from Operations before other Income, finance costs and exceptional items (1-2) Other Income	10118	13244	1	23361 4810	1	1	
į	Profit from ordinary activities before finance costs and exceptional items (3+4)	11488		ı		1	1	
	Finance costs Profit from ordinary activities after finance costs but before	5098 6388	5208 9113	1 .	15130		1	
	exceptional items (5-5) s Exceptional items (Net) p Profit from ordinary activities before tax (7+8)	6388	1:	r 6214	1267	0 1080	1240	
1 1	o Tax Expense 1 Net Profit from ordinary activities after tax (9-10) 2 Share of profit / (loss) in Associate Companies	818 557 101	2 763 1 (313	543 378	995	6 901 ') 111	948 1 15	
1	3 Minority Interest 4 Net Profit for the period (11+12+13) 5 Paid-up Equity Shere Capital	(74 560 613	681	2 568	9 913	4 994	9 107	
	[Face Value - Rs.10/- per share) 6 Reserves (excluding revaluation reserves) as per Balance Sheet of previous accounting year 7 [Earnings per share (of Rs. 10/- esch) (not annualised):		,				1404	
'	(a) Basic (b) Diluted	9.13 9.13						

PARTICULARS OF SHAREHOLDING 1 Aubilic shareholding Number of Shares* Percentage of shareholding	36705401 59,80%	36705401 59.80%	38898401 60.11%	36705401 59.80%	36898401 60.11%	36898401 60.11%
2 Promoters and promoter group shareholding		, .				
a) Pledged/Encumbered	744	- 1				·
Number of Shares Percentage of shares (as a % of the total shareholding of promoter and promoter group)			<u>.</u>		-	**.
- Percentage of shares (as a % of the total share capital of the	Ĩ		**	ř		c c
company)		:#:	•			• -
b) Non-Encumbered	24675453	24675453	24482453	24675453	24482453	2448248
Number of Shares Percentage of shares (as a % of the total shareholding of	100%	100%	100%	100%	100%	100
promoter and promoter group) - Percentage of shares (as a % of the total share capital of the company)	40.20%	40.20%	39,89%	40,20%	39.89%	39.89

<u> </u>	Particulars .	Three months ended 31,12,2014
	INVESTOR COMPLAINTS Pending at the beginning of the quarter	NIL 23
	Received during the quarter Disposed of during the quarter	23
	Remaining unresolved at the end of the quarter	NIL NIL





Notes:

Exceptional items (Net) represent:

Exceptional items (Net) represent:						(Rs. In lacs)
A CONTRACTOR OF THE PARTY OF TH	71	ree Months ende	d	Nine Monti		Year Ended
Particulars	31,12,2014	30,09,2014	31.12.2013	31,12,2014	31.12.2013	31.03.2014
	01,12,2017	(5)	(35)	(365)	(1147)	(1147)
VRS Payments						(2100)
Impairment of Gas based Captive Power Plant			·			18
Gein from discontinued operations		-				(310)
Write-off of Debentures in a Joint Venture (not of provision)		*		(365)	(1147)	(3539)
Total		(5)	(35)	(000)	<u> </u>	

(Rs. In lacs) The above results include gain / (loss) on exchange fluctuation: 2 Nine Months Ended Year Ended Three Months unded 30,09,2014 31,12,2013 31,03,2014 31.12.2014 31.12.2013 31,12,2014 (1284 (135) Gain / (Loss) on exchange fluctuation

- Tax Expense includes. Current Tax (net of Mat credit) and Deferred Tax .
- Consequent to the enactment of the Companies Act, 2013 (line Act), and its applicability for accounting periods commencing from 1st April 2014, the Group has reassessed the remaining useful lite of fixed assets in accordance with the provisions prescribed under Schedule II to the Act. In case of assets which have completed their useful life, the carrying value (not of residual value) as at 1st April 2014 amounting to Rs. 1101 lacs has been adjusted to Retained Earnings (not of deferred lax) and an action of the carrying value (not of residual value) is being depreciated over the revised remaining useful life. The depreciation and amortisation expense charge for the quarter and nine months ended 31st December, 2014 would have been higher by Rs. 779 less and Rs. 2454 lacs respectively, had the Group continued with the provious assessment of useful life of such assets. with the previous assessment of usoful life of such assets.
- The Company has during the quarter invested Rs.2000 lacs in the Equity Shares of its subsidiary Raymond Luxury Cottons Limited (RLCL). On allotment of Equity Shares on 1st November 2014 by RLCL, the shareholding of the Company in RLCL has increased from 52,87% to 61,68%.
- As per Clause 41 of the listing agreement, the Company has opted to publish consolidated results.

 The standalone results of the Company are evallable to the investors at the websites www.raymond.in, www.bsaindia.com and www.nseindla.com

(Rs. In Lacs)

Unaudited Financial results of Raymond Limited (Three Months ended				Year Ended
Particulars	31.12.2014	30,09,2014	31,12,2013	31.12.2014	31.12.2013 (Unaudited)	31.03.2014 (Audited)
*	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)		
Revenue	71027	71290	58859	193685	161067	21855
Profit before tax and exceptional items	4581	4648	3013	6031	4761	646
Profit before tax	4561	4646	3100	5837	4846	1
Profit after tax	4561	4646	3273	5837	4843	88

- Previous period figures have been regrouped / reclassified, wherever necessary.
- The above results were reviewed and recommended by the Audit Committee and approved by the Board of Directors at their respective meetings hald on 21st January,
- The Statutory Auditors of the Company have carried a Limited Review of the above financial results.

Mumbai January 21, 2015 autandir Gautam Harl Singhania Chairman & Managing Director

Dalal & Sha Chartered Account RN 102021 Mumbai

d (Consolidated) for the quarter / nine months ended December 31, 2014

legment wise Revenue, Results and Capital Employed (Consolid					L - M - Hod	(Rs. In lacs) Year Ended
	(T)	ree Months Ende	d	Nine Mont	Tear Enged	
Particulars	31.12.2014 (Unsudited)	30.09.2014 (Unaudited)	31,12,2013 (Unaudited)	31.12.2014 (Unaudited)	31.12.2013 (Unaudited)	\$1,03.2014 . (Audited)
egment Revenue (Net Sales / Income from Operations)	processor (.) by a comparison of the comparison	walled a second	·		151312	205577
- Textile	6B140	69823	55481	186713	53253	75031
- Denim & Shirting	21847	22339	20282	65541	54575	87503
- Apparel	25626	28792	24378	72288	30463	41909
- Germenting	13833	15027	10445	41261	31821	43032
- Tools & Hardware	10362	11486	11031	31311	17232	24265
- Auto Componente	5373	6003	5848	18419] 377]	728	920
- Others	88	104	238		(18967)	(23439)
inter Segment revenue	(7038)	(8163)	(6823)	(22678)	330417	454798
otal Revenue	138232	145391	120681	393232	335411	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
egment Results (Profit / (Loss) before finance costs and tax)		44704	9594	26752	23817	32036
- Textile	11305	1183 <u>1</u> 2017		*******	3089	404
- Denim & Shirting	1469		1.7.7		1093	. 61
- Apparel	302			1 ' 1	2938	
- Garmenting	1106 406			1 550 1	2853	
- Tools & Hardware			1 1 1 1		1306	154
- Auto Components	(2)		4		(1458)	
- Others	(446)		1 (()		(1048	
Inter Segment profit	14174				32689	
otal Rasults	(5098)		5.22		(14632	(1968
ees : Finance Costs	(2762)			<i>i</i> l ' '	(6178	
dd / (Lese) : Unafloosble Income / (Expense) - Net	(2102)	(5			(1447	
dd / (Less) : Exceptional items (Net)	(816				(1794	
dd / (Less) : Tax Expense	109		*1		111	
Add / (Less) : Share of Profit / (Loss) in Associate Companies	560		£		994	107
lot Profit	75.7		1	1	i.	
Capital Employed (Segment assets less Segment liabilities)	į	13210	4	125502	12768	8 1182
- Textile	1	3538		3918		1 336
- Denim & Shirting		3300		32446	3790	
- Apparel		2515		2517	2316	
Garmanting	1	1503		1608	153	
- Tools & Hardware		1710		1723	1676	
- Auto Components		46		463	55	
- Others		(226		(1858	(130	
Inter Segment Assets / Liabilities (Net)		2501		25839	2593	
Total Capital Employed in segments		(11183		(104478	(1119)	
Less : Unallocable assets less tlabilities		1483		15392		36 146
Total Capital Employed in the Company		1200	**1-			

Notes:i) Unallocable expenses is not of income from investment. Unallocable easets mainly relate to investments

ii) Classification of Business Segments:

- (a (b) (c) (d)
- Textile: Branded Fabric
 Denim & Shirting: Denim and Shirting fabric (B to B)
 Apparel: Branded Readymade Garments
 Garmenting: Garment manufacturing
 Tools & Hardware: Power & Hand Tools
 Auto Components: Components & Forging
 Others: Non Scheduled Airline operations and Real Estate development

iii) Previous period figures have been regrouped / reclassified, wherever necessary.







