

## RESULTS PRESENTATION

## QUARTER ENDED DECEMBER 31, 2014

$\underset{\text { Raymon }}{\substack{\text { fl } \\ \text { R }}}$
raymond Made-to-Measure

## raymond

## DISCLAIMER

- 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.
- This presentation is not intended to be a "prospectus" (as defined under the Companies Act, 2013 and the relevant provisions of rule, the Companies (Prospectus and Allotment of Securities) Rules, 2014). This is for information purposes only and does not constitute or form part of, and should not be considered as any offer for sale or subscription of or solicitation or invitation of any offer to buy or subscription for securities in any jurisdiction. No part of this presentation and the information contained herein should form the basis of, or be relied upon, in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities.
- Statements in this presentation describing the Company's objectives, projections, estimates, expectations or predictions may constitute forward looking statements. Such statements are based on the current expectations and certain assumptions of the Company's management, and are, therefore, subject to risks and uncertainties. Actual results may differ materially from those expressed or implied. The Company neither intends, nor assumes any obligation to amend, modify, revise or update these forward looking statements, on the basis of any subsequent developments which differ from those anticipated.



## CONTENTS

## HIGHLIGHTS

## BUSINESS WISE DETAILS

WAY FORWARD

ANNEXURE - PUBLISHED RESULTS
raymond
Made-to-Measure
PARK AVENUE
Colarplus par

## CONTENTS

HIGHLIGHTS

## BUSINESS WISE DETAILS

## WAY FORWARD

## ANNEXURE- PUBLISHED RESULTS

SR
raymond
raymond
Made-to-Measure

## Raymond

## CONSOLIDATED HIGHLIGHTS

## QUARTER ENDED DECEMBER 2014

- Net Sales for the quarter grew by $15 \%$ y-o-y to Rs $1,382 \mathrm{cr}$
- 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
raymond
Raymond
Made-to-Measure

Colarplus parix

## Raymond

## 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\% |  |

$\underset{\text { raymond }}{\text { fR }}$
raymond
Made-to-Measure



## CONTENTS

HIGHLIGHTS

## BUSINESS WISE DETAILS

## WAY FORWARD

## ANNEXURE- PUBLISHED RESULTS



## 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

Raymond
Made-to-Measure
P
park avenue
Colarplus par ${ }^{2}$ x

BRANDED APPAREL


## 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 | $3.3 \%$ | $8.4 \%$ |  | $1.4 \%$ | $4.4 \%$ |  |

- 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
raymond
Made-to-Measure
Colorplus




## Ravmond

## 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 | $\mathbf{2 1 \%}$ |
| 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

Colarplus parix


## DENIM [Joint Venture]

| INR Crore | Q3 FY15 | Q3 FY14 | Change | 9M FY15 | 9M FY14 | Change |
| :--- | ---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 243 | 235 | $4 \%$ | 722 | 703 | $3 \%$ |
| EBITDA | $\mathbf{2 4}$ | $\mathbf{2 2}$ | $\mathbf{6 \%}$ | $\mathbf{7 0}$ | $\mathbf{7 1}$ | $\mathbf{- 1 \%}$ |
| EBITDA margin | $9.7 \%$ | $9.5 \%$ |  | $9.7 \%$ | $10.0 \%$ |  |

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 $y-0-\mathrm{y}$


## hIGH VALUE COTTON SHIRTLNG

## HIGH VALUE COTTON SHIRTING FABRIC

| INR Crore | Q3 FY15 | Q3 FY14 | Change | PM FY15 | MM FY14 | Change |
| :--- | ---: | ---: | :---: | ---: | ---: | :---: |
| Net Sales | 97 | 86 | $13 \%$ | 294 | 245 | $20 \%$ |
| EBITDA | 10 | 9 | $2 \%$ | 36 | 27 | $33 \%$ |
| EBITDA margin | $9.8 \%$ | $11.0 \%$ |  | $12.2 \%$ | $11.1 \%$ |  |

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
raymond
Made-to-Measure
P
PAR



## TOOLS \& HARDWARE

| INR Crore | Q3 FY15 | Q3 FY14 | Change | 9M FY15 | 9M FY14 | Change |
| :--- | ---: | ---: | :---: | ---: | ---: | :---: |
| Net Sales | 104 | 110 | $-6 \%$ | 313 | 318 | $\mathbf{- 2 \%}$ |
| EBITDA | 6 | $\mathbf{1 1}$ | $\mathbf{- 4 4 \%}$ | $\mathbf{2 0}$ | 34 | $\mathbf{- 4 1 \%}$ |
| 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

Raymond
Made-to-Measure

Colarplus par ${ }^{2}$ x

## 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 | $\mathbf{- 2 6 \%}$ |
| EBITDA margin | $4.8 \%$ | $11.9 \%$ |  | $8.4 \%$ | $12.2 \%$ |  |

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

- Sales de grew by 5\% due to subdued exports market
- EBITDA declined $y-0-y$ due to higher input cost and lower capacity utilisation

Colarplus parix

## CONTENTS

## BUSINESS WISE DETAILS

## WAY FORWARD

## ANNEXURE- PUBLISHED RESULTS

Raymond
end
raymond
Made-to-Measure
Colarplus pairx

## Raymond

## 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
raymond
Made-to-Measure


## CONTENTS

## HIGHLIGHTS

## BUSINESS WISE DETAILS

## WAY FORWARD

## ANNEXURE- PUBLISHED RESULTS

Made-to-Measure

## CONTENTS

## HIGHLIGHTS

## BUSINESS WISE DETAILS

## WAY FORWARD

## ANNEXURE- PUBLISHED RESULTS

Made-to-Measure

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

## Raymond

Raglstored Offico: : P1ol No.158/HiNo.2. Vilaga Zadgaon, Ralnugin 415 Ei2 (Maharashira)
CIN:L17117MH1925PLC001208
STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS
FOR THE CUARTER I NINE MONTHS ENDED DECEMEER 31, 2014
(Rs. in lece)


PART H

company)
40.20\%

- Indudés slhares represented by GDR

|  | Farticulara | Threemonthe ended 3112:2014 |
| :---: | :---: | :---: |
| B | INVESTOR COMPLAINTS Pending at the beginning of the quartar Received durling the quater Disposed of during the quarter | $\begin{aligned} & \mathrm{NHL} \\ & 23 \\ & 23 \\ & \text { NIL } \end{aligned}$ |

01


Notes:

| Exceptionai items (Net) reprasent: |  |  |  |  |  | Rs. In lacs) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | ndo |  | N\|ne Monti | Ended | Year Ended |
| Partleularis | 31.12.2014 | 30.08.2014 | 31.12.2013 | 31.12.2014 | 31.12.2013 | 31.03.2014 |
|  | - | (5) | (35) | (365) | (1147) | (1147) |
| VRS Payments | $\cdots$ |  | - | $\bigcirc$ | - | (2100) |
| Impriment of Gas based Caplive Powar Plant |  |  |  | - | . | 18 |
| Gain from dilscontlnued operations |  | - |  |  | - | (330) |
| Write-off of Debentares in a joint Ventare (nat of provision) | - | (5) | (35) | (365) | (1147) | (3539) |
| Total |  | (5) |  |  |  |  |
|  |  |  |  |  |  | (Rs. In lacs) |
| 2 The sbove resuts Include gain / loss) on exchange fluctustion: |  | © Months ende |  | Nine Mont | Ended | Yoar Endsal |
| Particulara | 31.12.2014 | 30.08.2014 | 31.12.2013 | 31.12.2019 | 31,12,2013 | 31.03 .2044 |
| Gain / (Loss) on exchange fluctuation | (43) | ( 135 | (73) | 6.12 | (1588) | (1284) |

a Tax Expense Includes Current Tax (net of Mat credil) and Deferred Tax.



 charge for the quarter and nine montis anded 3151 Decen
whth the provious assessment of useful fifo of such assots.

5 The Company has during the quarler invested Re. 2000 lacs in the Equity Shares of its subsldiary Raymond Luxury Cottone Limited (RLCL). On allotment of Equity Shares on 1 si November 2014 by RLCL, the shareholding of the Company In RLCL has Increased from $52,87 \%$ to $61.68 \%$.

6 As per Clause 41 of the liting agreement, the Company has opted to publlah consolldated results.
The siandelane resulte of the Company are avellable to the invastors at the websitea wow, raymond.in, www.bseindia.com and wow.nselndla.com
Unaudited Financial rasuite of Raymond Limited (Standalone information)
(Rs. In Lacs)


7 Previous perlod flgures have bean regrouped / reclassified, wherever necessary.
B. The above rebults were reviewed and recommended by the Audilt Committee and approved by the Eoard of Dlectore at their fespectlve meetings heki on 21 st January 2015.

9 The Statutory Auditors of the Company have carried a Limlled Risiew of the ebove financial results.

Mumbai
January 21, 2015
70



## Nofes:-

i) Unallocabie expenses is not of income from investment. Unallocabie assets mainly relate to investments
ii) Classificatlon of Business Sogments:
a) Texile: Branded Fabrle
b) Denim \& Shiting: Denim and Shirting fabrio (B to B)
c) Apparel: Branded Readymade Garments
d) Garmenting : Garment manufacturing
e) Tools \& Hardware : Power \& Hand Tqols
f) Auto Components: Components \& Forging
a) Others : Non Scheduled Alrine operations and Real Estato development
III) Previous perlod figures have been ragrouped / reclassified, wharever necessary. 20 等



