



SECRETARIAL DEPARTMENT

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RL/SE/24-25/26

May 3, 2024

To

The Department of Corporate Services - CRD
BSE Limited
P.J. Towers, Dalal Street
Mumbai - 400 001
Scrip Code: 500330

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

Dear Sir/Madam,

Sub: Raymond 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 Audited Financial Results for the Fourth Quarter and Financial year ended March 31, 2024.

The meeting of the Board of Directors commenced at 11:30 a.m. and concluded at 1:05 p.m.

The Investor Presentation is also available on the website of the Company i.e. www.raymond.in.

We request you to take the above information on record.

Thanking you.

Yours faithfully,
For **Raymond Limited**

Rakesh Darji
Company Secretary

Encl.: A/a



REGISTERED OFFICE

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Rainagiri - 415 612, Maharashtra
Tel: (02352) 232514
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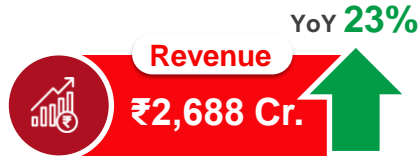
RAYMOND LIMITED

Q4'FY24 RESULT PRESENTATION

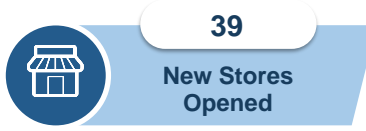
31st March 2024

Raymond Achieved Highest Quarterly Revenue & EBITDA

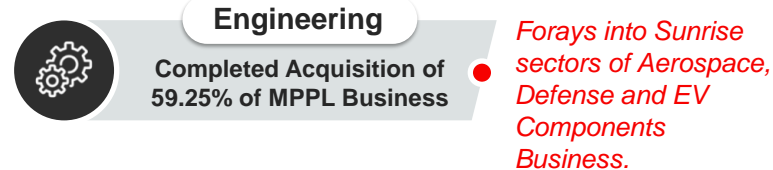
HIGHEST EVER QUATER



QUARTERLY OPERATING HIGHLIGHTS



RECENT DEVELOPMENTS



Ensuring Net Debt-Free Position at Group Level

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Q4FY24 HIGHLIGHTS





DOMESTIC MARKET

Retail Market

- Q4 began with modest consumer sentiments as discretionary spends moderated in the inflationary environment.
- However, at the backdrop of winter wedding season, markets witnessed resilient consumer demand.

Residential Market

- Residential real-estate continued to demonstrate sustained demand.
- Increase in the demand for luxury homes
- Strong demand from first time home buyers



EXPORTS MARKET

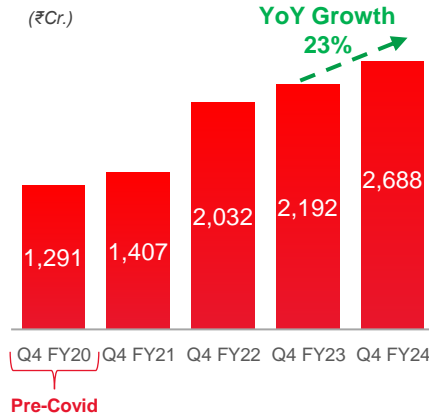
- Despite significant challenges of inflation, order book remained healthy for formal wear category in garmenting
- **Demand levers:** China+1 strategy adoption and consolidation of vendors by major brands, coupled with favorable currency (US\$).



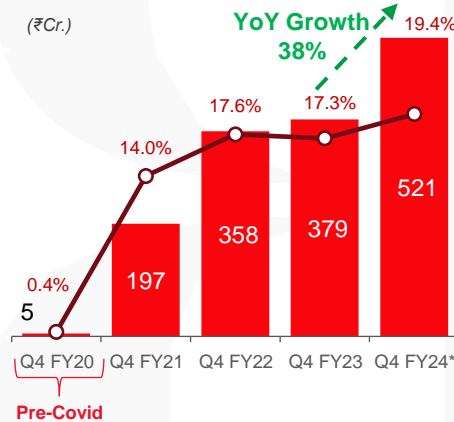
Q4FY24 — Continued Momentum for Profitable Growth

With record Revenue and EBITDA performance

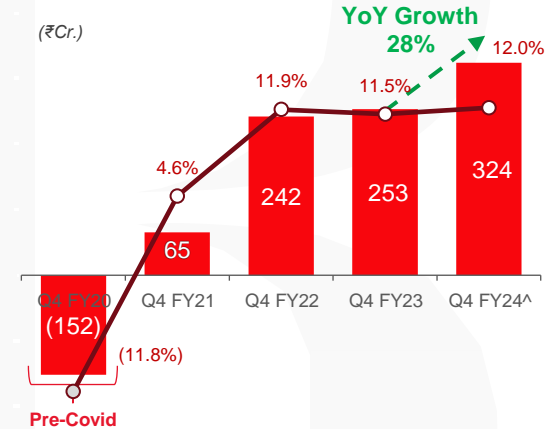
REVENUE



EBITDA & Margins (%)



PBT & Margins (%)#



Compared to pre covid period of Q4FY20:

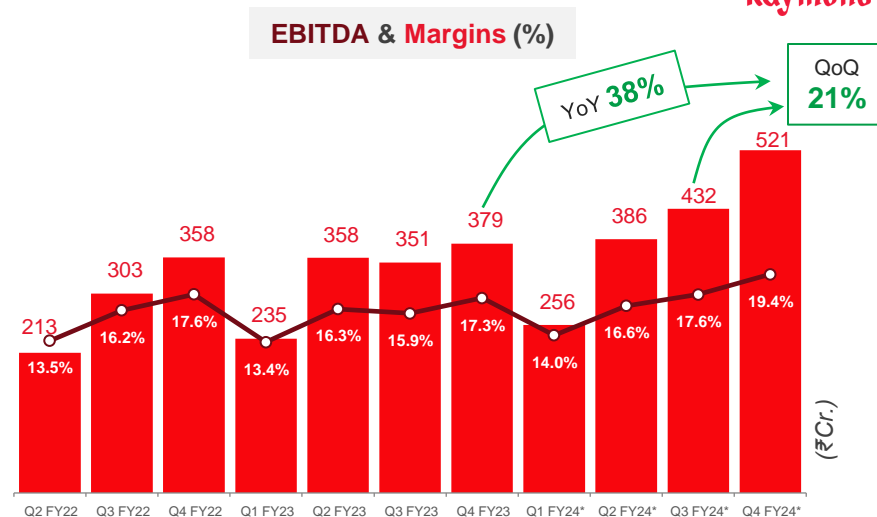
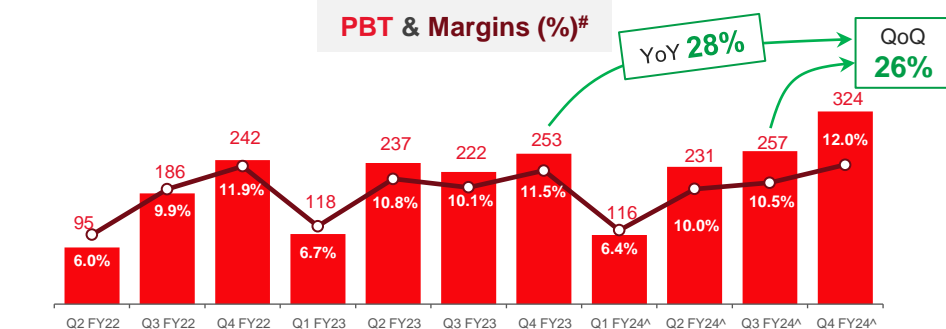
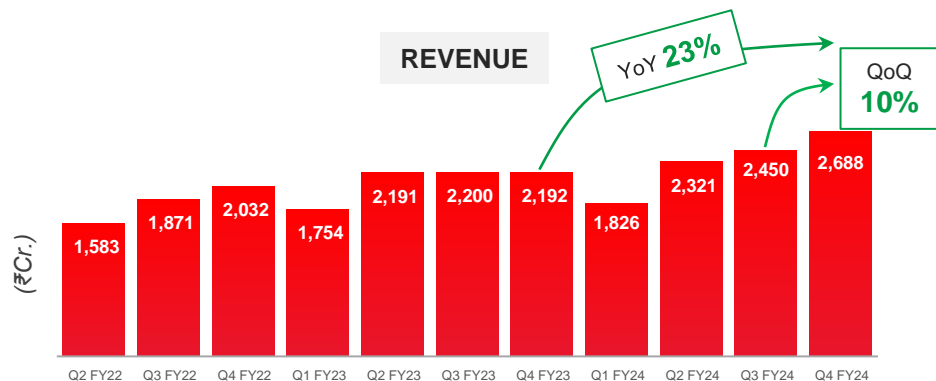
- Operational efficiency supported by effective working capital management and deleveraging initiatives led to Profitability

* Q4FY24: EBITDA before ESOP expenses. Post ESOP expenses the Reported EBITDA is ₹516 Cr.

PBT before exceptional item in all periods

^ Excluding ESOP expenses of ₹~₹5.4 Cr.

11th Consecutive Quarters of Record Financial Performance



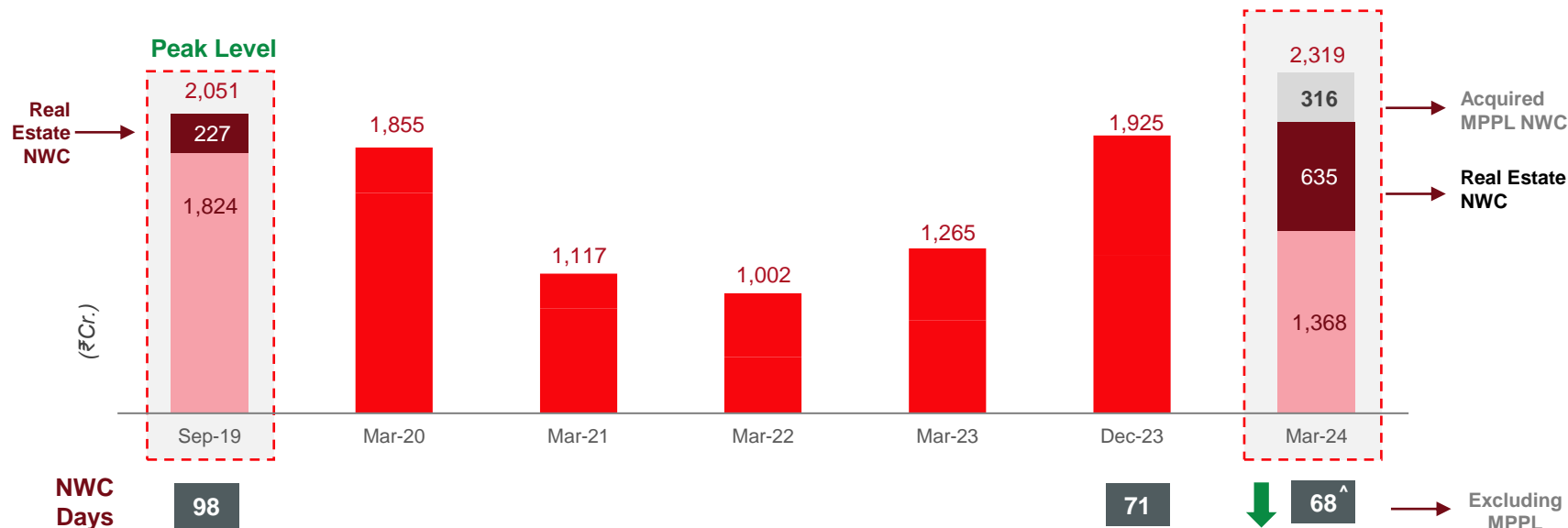
**Consistently Delivering
Strong Revenue and Profitability Performance**

* Q1FY24, Q2FY24, Q3FY24 & Q4FY24 : EBITDA before ESOP expenses. Post ESOP expenses the Reported EBITDA is ₹252 Cr, ₹382 Cr, ₹426 Cr & ₹516 Cr respectively

[#] PBT before exceptional item in all periods

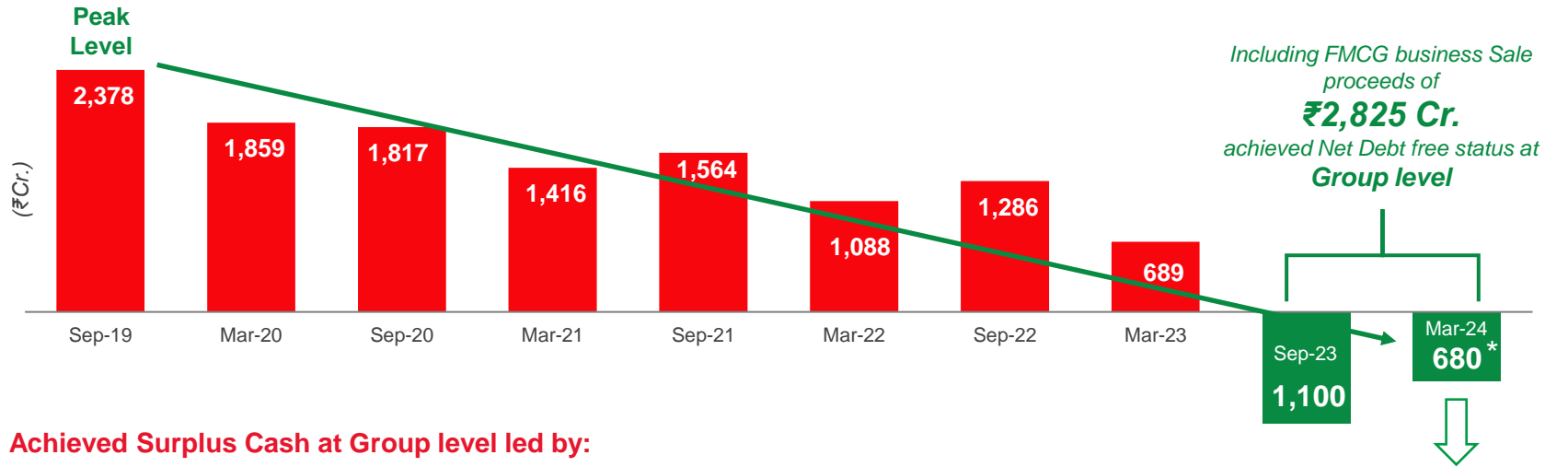
[^] Excluding ESOP expenses of ~₹ 4 Cr in Q1FY24, ~₹4 Cr in Q2FY24, ~₹5.5 Cr in Q3FY24 & ~₹5.4 Cr in Q4FY24

Continued Focus on Optimizing NWC



- **Key Initiatives:** Strong emphasis on collections and efficient inventory management and related production cycle.
- **NWC Increase** in Mar-24 on **QoQ** basis due to:
 - **MPPL Acquisition:** Completed acquisition in March end, Incremental NWC of ₹316 Cr. of MPPL Business.

Net Debt Free 2 Years Ahead of Stated Guidance



Achieved Surplus Cash at Group level led by:

- ~₹1,380 Cr. through FCF generated during the period of FY21-FY24.
- ₹350 Cr. from land sale in Dec-19.
- ₹2,825 Cr. from sale of FMCG business, with estimated after-tax realization of ~₹2,200 Cr. in May-23.
- ₹682 Cr. completed acquisition of MPPL business in Mar-24.

Key Initiatives: Focused revenue growth, cost optimization & effective working capital management generating FCF

Financial HIGHLIGHTS

Consolidated Results

Q4FY24 and FY24

Particulars (₹ Cr.)	Q4FY24	Q3FY24	Q4FY23	YoY	FY24	FY23	YoY
Net Revenue	2,688	2,450	2,192	23%	9,286	8,337	11%
Opex	683	641	562		2,499	2,204	
EBITDA (excluding ESOP)	521	432	379	38%	1,594	1,322	21%
EBITDA Margin %	19.4%	17.6%	17.3%		17.2%	15.9%	
Reported EBITDA	516	426	379	36%	1,575	1,322	19%
Depreciation	88	70	62		284	235	
Interest Expense [^]	66	66	64		253	257	
Interest on Group NCD [*]	38	38	-		123	-	
PBT before exceptions	324	252	253	28%	916	829	10%
PBT margin %	12.0%	10.3%	11.5%		9.9%	10.0%	
Exceptional Items	(11)	0	(93)		(43)	(107)	
Taxes	(83)	(63)	23		(223)	(200)	
Associate / JV / Minority	(1)	(6)	11		5	7	
Profit on Sale of FMCG [#]	-	-	-		983	-	
Net Profit	229	184	194	18%	1,638	529	210%

* Interest on Group NCD's issued in Q1FY24 to RCCL for ₹1,700 Cr

[^] Q4FY24 and FY24: Includes interest on lease liability, unamortized transaction cost for external loan prepayment through RCCL NCD proceeds

[#] FY24 Reported PAT includes ₹ 983 Crores (being 47.66%) of Raymond Ltd. share of profit in associate (Raymond Consumer Care Ltd.) on sale of FMCG business

Note: As the acquisition of MPPL was completed on 28th March 24 the above P/L excludes MPPL business

Q4FY24 — Segment Results

Post IndAS 116		Revenue			EBITDA			EBITDA %	
Particulars (₹ Cr.)		Q4 FY24	Q4 FY23	YoY (%)	Q4 FY24	Q4 FY23	YoY (%)	Q4 FY24	Q4 FY23
Branded Textile	} LIFESTYLE BUSINESS*	920	902	2%	201	196	3%	21.9%	21.8%
Branded Apparel		409	332	23%	55	52	5%	13.4%	15.8%
Garmenting		280	305	(8%)	32	20	57%	11.3%	6.6%
High Value Cotton Shirting		213	187	14%	24	20	25%	11.5%	10.4%
Engineering*		234	219	7%	37	33	13%	15.8%	14.9%
Real Estate		677	289	134%	171	70	143%	25.2%	24.3%
Others #		(44)	(41)		(4)	(13)			
Raymond Consolidated		2,688	2,192	23%	516	379	36%	19.2%	17.3%

* Engineering business is aggregation of JK Files & Engineering Ltd, JK Talabot Ltd. and Ring Plus Aqua Ltd (RPAL)

Others includes non-scheduled airline operations, unallocated expenses, elimination and other income.

FY24 — Segment Results

Post IndAS 116		Revenue			EBITDA			EBITDA %	
Particulars (₹ Cr.)		FY24	FY23	YoY%	FY24	FY23	YoY%	FY24	FY23
Branded Textile	} LIFESTYLE BUSINESS*	3,450	3,364	3%	721	702	3%	20.9%	20.9%
Branded Apparel		1,587	1,328	20%	189	144	31%	11.9%	10.8%
Garmenting		1,139	1,100	3%	109	84	30%	9.6%	7.6%
High Value Cotton Shirting		830	762	9%	95	85	12%	11.4%	11.1%
Engineering*		861	864	0%	122	122	0%	14.2%	14.1%
Real Estate		1,593	1,115	43%	370	287	29%	23.2%	25.7%
Others #		(173)	(196)		(30)	(101)			
Raymond Consolidated		9,286	8,337	11%	1,575	1,322	19%	17.0%	15.9%

* Engineering business is aggregation of JK Files & Engineering Ltd, JK Talabot Ltd. and Ring Plus Aqua Ltd (RPAL)

Others includes non scheduled airline operations, unallocated expenses, elimination and other income

Q4FY24 — Net Working Capital & Liquidity

Particulars (₹Cr.)	FY24
Operating Cash Flow	533
Free cash Flow	30

Particulars (₹Cr.)	Mar'24 ^{&}	Dec'23	Sep'23	Mar'23	vs Dec'23	vs Sep'23	vs Mar'23
NWC	2,003	1,925	1,927	1,265	78	76	738
NWC Days	68	71	76	53	(3)	(8)	15

Particulars (₹Cr.)	Mar'24	Dec'23	Sep'23	Mar'23	vs Dec'23	vs Sep'23	vs Mar'23
External Gross Debt	1,726	1,054	1,151	2,100	672	575	(374)
Group NCD to RCCL	1,700	1,700	1,700	-	-	-	1,700
Cash and cash Eq.	1,758	1,835	1,712	1,411	(77)	46	347
Net Debt	1,667	919	1,139	689	749	529	979
Surplus Cash at Group Level [#]	~₹680 Crore						

NWC higher in Mar-24 on QoQ basis:

- Due to opening of new stores In the lifestyle business
- Completed acquisition of MPPL on 28th Mar 24, NWC of MPPL business was ₹ 316 Cr

Net Debt:

- With FMCG business sale proceeds of **₹2,825 Cr.** achieved Net Debt free status at Group level two years ahead of stated guidance
- Post acquisition of MPPL business for 682 Cr. **Surplus Cash of ~₹680 Cr.** at Group level available as Growth Capital

[#] Group surplus cash based on aggregation of Net debt / (Surplus) of consolidated Raymond Limited and Raymond Consumer Care Ltd & Excluding MPPL NWC of ₹ 316 Cr completed acquisition on 28th Mar 24

Strategic INITIATIVES UNDERTAKEN

Strategic Initiatives Undertaken

STRENGTHENING THE CORE (FY21-23)



Reset the Business model during Covid



Established Real Estate Business



Sustainable Annualized Opex Cost Savings (~₹400 Cr.)



Effective Working Capital Management



Continued Net Debt Reduction

RECENT VALUE UNLOCKING & GROWTH INITIATIVES in FY24



Selling of
FMCG Business



Demerger* of
Lifestyle Business



Shaping Scalable
Real Estate Business



Engineering Business forays into sunrise sectors of Aerospace, Defense and EV Components Business by **Acquisition of MPPL Business**

Raymond Group: 3 Vector of Growth



Lifestyle



Real Estate

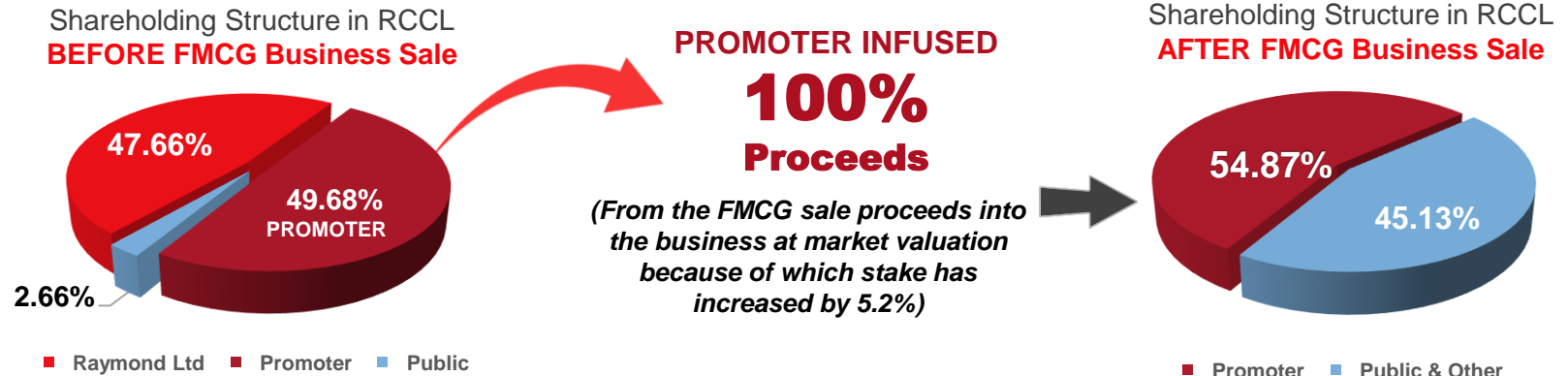
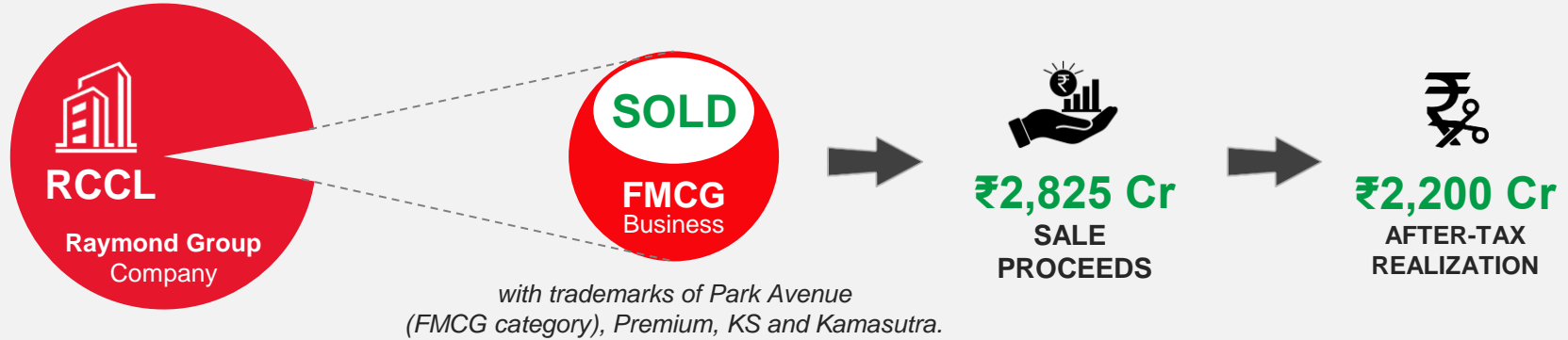


Engineering

Continues to Remain **Net Cash Surplus**

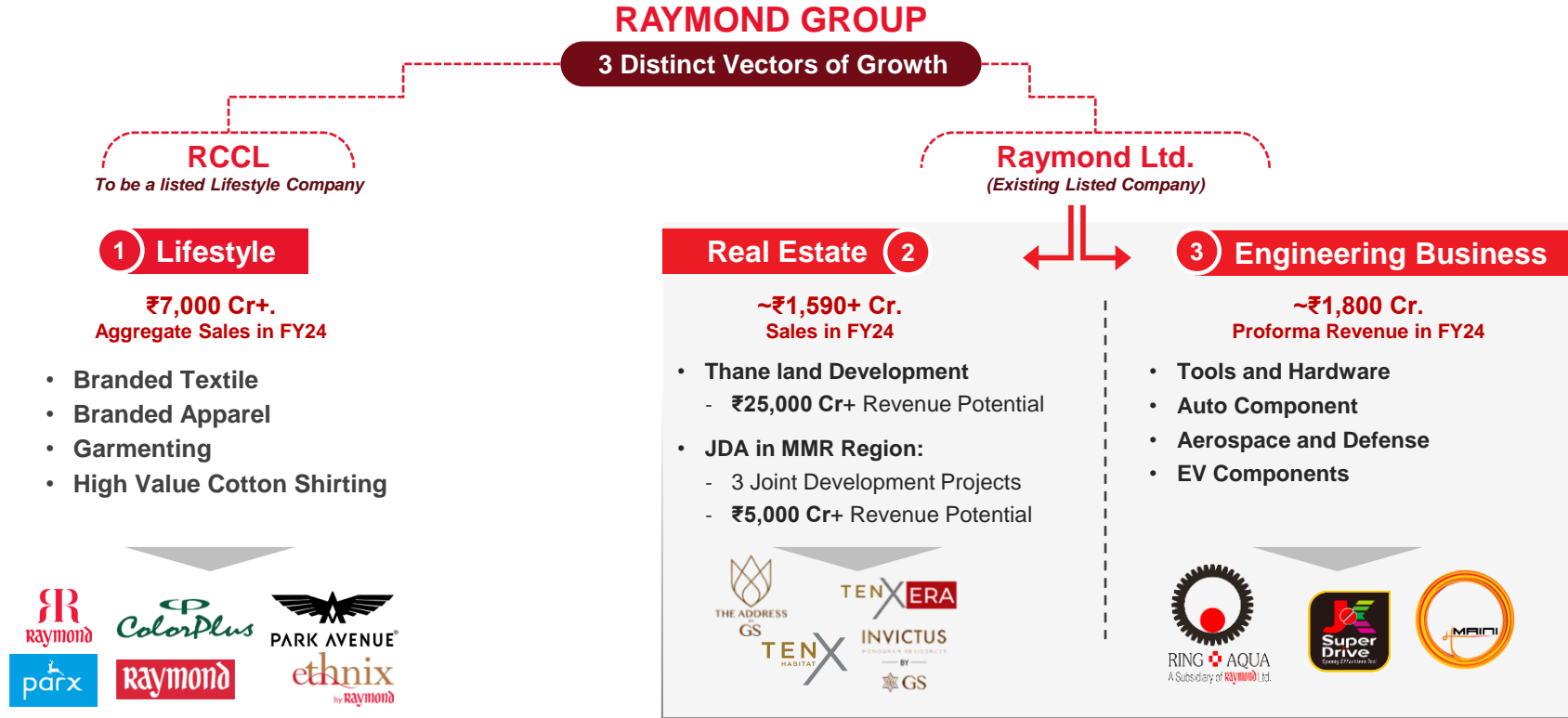
Deleveraging Action — Selling of FMCG Business

Enable Net Debt Free & Provides Growth Capital



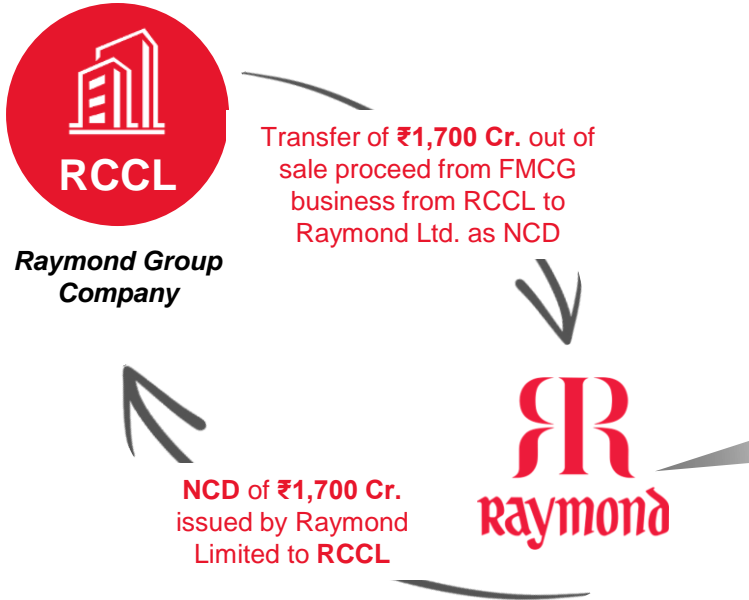
Demerger of Lifestyle Business

Appointed date of Demerger: 1st April 2023



Issue of NCD to Group Company

To Repay External Debt



KEY PARAMETERS OF NCD

- Raymond Consumer Care Limited (RCCL) received proceeds through sale of FMCG business
- To repay the external debt at Raymond, NCDs of ₹1,700 Cr. issued by Raymond Limited to RCCL.
- This issuance of ₹1,700 Cr. to RCCL is a **temporary arrangement**, which will be netted off/ cancelled at the completion of demerger as the assets and liabilities will get transferred

Acquisition of Maini Precision

Forays into sunrise sectors of Aerospace, Defense and EV Components Business

Step: 1



Raymond Ltd. Acquired Business of
Maini Precision Product (MPPL)

Source of Funding

Internal Accrual of Engineering Business	₹107 Cr.
External Debt	₹300 Cr.
Debt from Raymond Ltd	₹275 Cr.
Total Funding	₹682 Cr.

- Raymond Group acquired **59.25% stake** in the business of **Maini Precision Products Limited (MPPL)** business for **₹682 Cr.**, concluded through Ring Plus Aqua Limited (RPAL), subsidiary of JK Files & Engineering Limited, which is a subsidiary of Raymond Limited.
- Debt would be serviced by the engineering businesses as it would be on the consolidated balance sheet of the engineering business.

Step: 2

- Post acquisition, through a composite scheme of arrangements, Raymond will consolidate all the **3 businesses** of **JK Files, RPAL, and MPPL** and will form **two new subsidiaries**:
 - **New Co 1**: Will include JK Files (Engineering consumable business), Auto RPAL, and MPPL auto business
 - **New Co 2**: Will include Aerospace and Defense business

- Shareholding of the **Two New subsidiaries**:

- **Raymond Limited 66.3%**
- **MPP Family 28.5% and**
- **Minority Shareholders 5.2%**

New JDA Launch — Premium Residential Projects

Over 0.7 Mn Sq ft RERA Approved Carpet Area With 2,000 Cr.+ Revenue Potential



8 towers with RERA
approved carpet area

~0.7 Mn sq.ft.

Total Units Planned:
782

(1BHK: 2; 2BHK: 497;
3BHK: 215; 4BHK & above: 68)



Received An Overwhelming
Response with Booking of **~96
Units** within **40 days of
launch**

Go To MARKET INITIATIVES

Go to Market Initiatives

SUITINGS & SHIRTING



SUPERLUXE

- The luxurious suiting fabric made in Super 180s, Super 160s, Super 150s and Super 140's wool blend.
- The collection is a perfect way to add a touch of elegance and sophistication to your wardrobe.
- With the finest wool fabric and contemporary designs, the collection is both classic and stylish.



ULTIMO BLACK PLATINUM

- Ultimo Black has a wide range of superior black.
- Range has been expanded with the introduction of Super 180s, 160s, 150s, 140s and 130s Wool Rich fabric.



Voyage



Regio Italia



Checkmate



Stain Resistant

Go to Market Initiatives — REGIO ITALIA



Go to Market Initiatives — Apparel



'Ethnix by Raymond'

Ethnix Range for Targeted Occasion



SMART ETHNIX
Collections

ethnix
by raymond



WEDDING
Collections



FESTIVE
Collections

Digital Imperatives

The New Norm of Business

1 INSIGHTFUL ANALYTICS

Store Health Card – Store Dashboard

- Store level Reports available for lifestyle Business.
- Feature engineering for chart attributes to derive robust insights

2 INSIGHTFUL RETAIL

Customer Connect – Tailoring Business

- Realtime collecting tailoring feedback on every purchase from store.
- Live Tailoring NPS Dashboard for Lifestyle business users for easy Analysis and discission making.

3 SMART DIGITAL ASSET

Sales Force Automation– Darpan

- Beat Mapping at DSR level for Real time tracking on business on field.
- Easy mobile application available on Android and iOS for DSR's to attend the assigned Beat mapping.
- Quick view of Reports for Business user on Tableau Dashboard

4 SMART ENGAGEMENT

Video- Messaging – AI Enabled

- Digital engagement made accessible to mass with latest technology in hand
- Let the brand express the thoughts in a handmade video where customer has option to share the same to his loved ones on WhatsApp

Segment FINANCIALS

Branded Textile



Particulars (₹Cr.)	Q4 FY24	Q4 FY23	% Var.	FY24	FY23	% Var.
Net Sales	920	902	2%	3,450	3,364	3%
EBITDA	201	196	3%	721	702	3%
EBITDA margin	21.9%	21.8%		20.9%	20.9%	

- 1. Top line higher in Q4FY24 Vs PY** during the weaker market conditions and subdued customer demand.
 - Primary sales were moderate during the quarter, however the sales across secondary channels picked up during the second half of the quarter
- 2. EBITDA margins** maintained at 21.9%

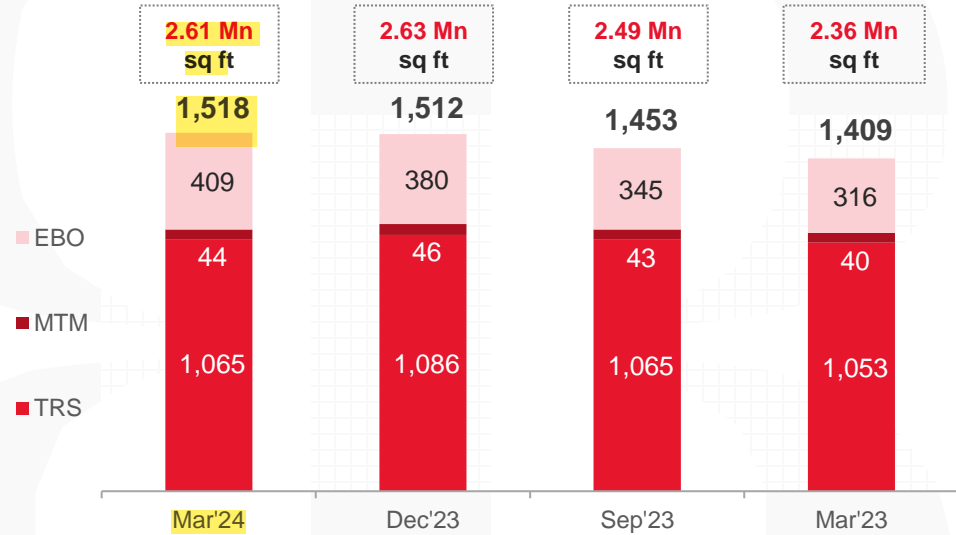
Branded Apparel



Particulars (₹Cr.)	Q4 FY24	Q4 FY23	% Var.	FY24	FY23	% Var.
Net Sales	409	332	23%	1,587	1,328	20%
EBITDA	55	52	5%	189	144	31%
EBITDA margin	13.4%	15.8%		11.9%	10.8%	

- **Recorded sales growth of 23% in Q4FY24 Vs PY, driven by:**
 - Enhancing distribution reach with the opening of **200+ stores in last 12 months** enabled sales growth despite muted consumer demand
 - Top line growth witnessed across all brands and channels with the focused approach on casualization, premiumization and newer designs.
- **EBITDA margin:** Lower as compared to PY due to increased investments in branding and category creation (Ethnix) through additional spending on advertising and marketing initiatives

Strategic Retail Network Expansion



- Opened **56 'Ethnix by Raymond' stores** during the year with **114 stores** as on **31st Mar 2024**



Particulars (₹Cr.)	Q4 FY24	Q4 FY23	% Var.	FY24	FY23	% Var.
Net Sales	280	305	(8%)	1,139	1,100	3%
EBITDA	32	20	57%	109	84	30%
EBITDA margin	11.3%	6.6%		9.6%	7.6%	

- Top line decline in Q4FY24 Vs PY** due to ongoing Red Sea crisis and geopolitical issues
 - However, healthy momentum in orderbook maintained with China+1 adoption and consolidation of vendors by global brands.
- EBITDA margin** for the quarter was 11.3% as compared to 6.6% in the previous year mainly due to better product mix and operational efficiency

High Value Cotton Shirting



Particulars (₹Cr.)	Q4 FY24	Q4 FY23	% Var.
Net Sales	213	187	14%
EBITDA	24	20	25%
EBITDA margin	11.5%	10.4%	

FY24	FY23	% Var.
830	762	9%
95	85	12%
11.4%	11.1%	

1. Sales growth of 14% in Q4F24 vs PY:

- Led by higher demand for linen fabric offerings from our B2B customers in the domestic market

2. EBITDA margin for the quarter at 11.5% was high as compared to previous year due to operational efficiency.



Particulars (₹Cr.)	Q4 FY24	Q4 FY23	% Var.	FY24	FY23	% Var.
Net Sales	234	219	7%	861	864	0%
EBITDA	37	33	13%	122	122	0%
EBITDA margin	15.8%	14.9%		14.2%	14.1%	

1. The segment witnessed a growth of 7% in Q4F24 vs PY:

- Growth driven by demand in auto components category especially in the PV, CV and industrial sectors, driven by:
 - Domestic markets:** In flex plates & bearings categories
 - Export markets:** In flex plates, ring gear and shield ring categories
- However topline impacted in files, drills and tools categories due to sluggish exports market.

2. EBITDA margin higher and was at 15.8% mainly due to operational efficiencies and better product mix

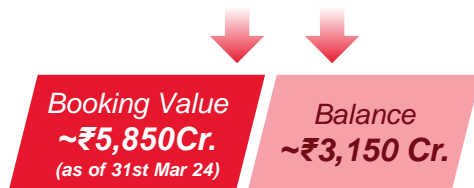
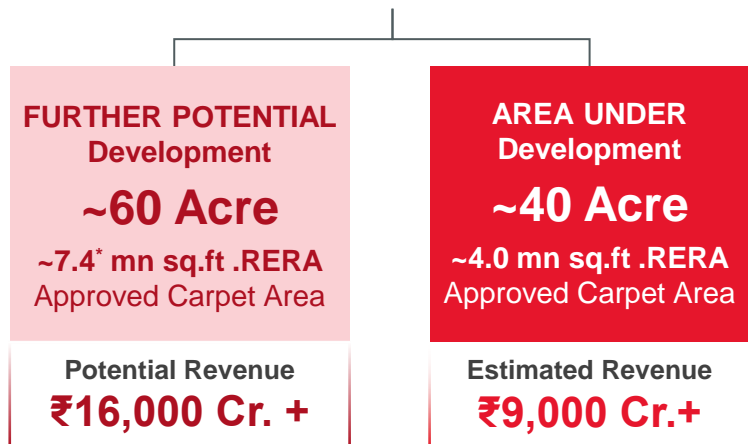
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raymond | REALTY
Go Beyond

Real Estate Business at a Glance

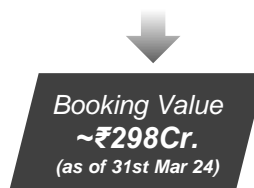
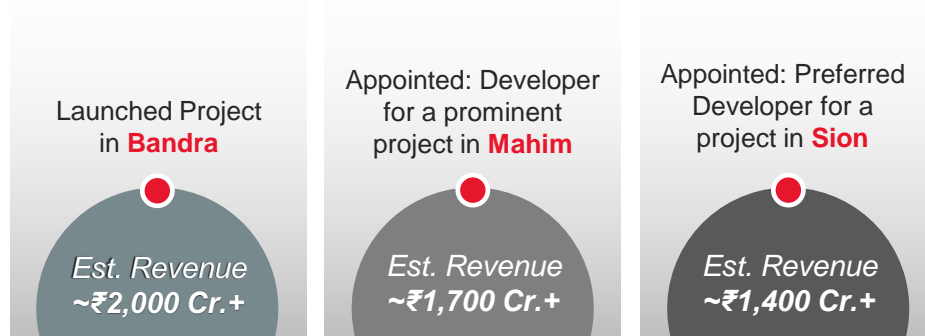
Development of Own Land & JDA led business model in MMR region

THANE LAND: (~100 Acre[^])



JDA LED BUSINESS MODEL

Asset Light Expansion



~36%

From outside Thane projects (JDAs)

Further Expansion in MMR - Additional Projects Under Evaluation

Current Projects: Ten X Habitat, The Address By GS, Ten X Era, The Address By GS 2 , Invictus by GS and JDA project in Bandra

[^] Excluding 20 acre land on which 2 schools are located

* Status as of 31st Mar 2024, Including Residential, Retail shops and common road; Residential units in the projects include 1,2,3,4 and 5 BHK units

Assuming residential development based on current regulatory norms and current market prices

Existing Projects Booking Update

(as on 31st March 2024)



10 towers with
RERA carpet area
~1.7 Mn sq.ft.

Total Units Planned:
3,103
(2BHK: 2,463; 1BHK: 640)

Particulars	FY23	Q4 FY24	FY24	Project Till Date
No of Bookings	542	72	359	2,810
RERA Carpet Area*	0.31	0.04	0.21	1.53
Value of Bookings (Cr.)	663	86	425	2,974
Customer Collections (Cr.)	897	314	719	2,712

%
UNIT SOLD

~91%



02 towers with
RERA carpet area
~0.7 Mn sq.ft

Total Units Planned:
551
(4BHK: 188; 3BHK: 318,
5BHK & above: 45)

Particulars	FY23	Q4 FY24	FY24	Project Till Date
No of Bookings	255	7	70	504
RERA Carpet Area*	0.34	0.01	0.08	0.62
Value of Bookings (Cr.)	742	24	194	1,336
Customer Collections (Cr.)	374	98	450	865

%
UNIT SOLD

~92%



**Tower 3 launched
in Dec-23**

03 towers with
RERA carpet area
~0.6 Mn sq.ft

Total Units Planned:
905
(3BHK: 301; 2BHK: 604)

Particulars	FY23	Q4 FY24	FY24	Project Till Date
No of Bookings	141	44	243	384
RERA Carpet Area*	0.10	0.03	0.18	0.28
Value of Bookings (Cr.)	204	68	366	570
Customer Collections (Cr.)	11	81	164	175

%
UNIT SOLD

~42%

Existing Projects Booking Update

(as on 31st March 2024)



2 Towers with
RERA Carpet Area
~0.7 Mn sq.ft.

Total Units Planned:
440
*5BHK & above: 20,
4BHK: 160; 3BHK: 260)*

Particulars	Q4FY24	Project Till Date
No of Bookings	58	228
RERA Carpet Area*	0.07	0.26
Value of Bookings (Cr.)	149	575
Customer Collections (Cr.)	38	109

%
UNIT SOLD
LAUNCHED UNITS

~52%



1 tower with
RERA carpet area
~0.2 Mn sq.ft

Total Units Planned:
102
(4.5BHK: 102)

Particulars	Q4FY24	Project Till Date
No of Bookings	8	41
RERA Carpet Area*	0.02	0.09
Value of Bookings (Cr.)	45	221
Customer Collections (Cr.)	19	39

%
UNIT SOLD
LAUNCHED UNITS

~40%

Existing Projects Booking Update

(as on 31st March 2024)



Queens Court

Launched in Feb-24;
Tower 2 launched
in Mar-24

8 Towers with
RERA Carpet Area
~0.7 Mn sq.ft.

Total Units Planned:

782

(1BHK: 2; 2BHK: 497;
3BHK: 215; 4BHK & above: 68)

Particulars	Q4FY24	Project Till Date
No of Bookings	96	96
RERA Carpet Area*	0.09	0.09
Value of Bookings (Cr.)	298	298
Customer Collections (Cr.)	13	13

%
UNIT SOLD
LAUNCHED UNITS

~62%



Retail Shops in
TenX Project

RERA carpet area
~0.04 Mn sq.ft

Total Units Planned:

104

Particulars	Q4FY24	Project Till Date
No of Bookings	89	89
RERA Carpet Area*	0.02	0.02
Value of Bookings (Cr.)	122	122
Customer Collections (Cr.)	24	24

%
UNIT SOLD
LAUNCHED UNITS

~86%

Ten X Habitat

Three towers delivered 2 years ahead of RERA Timeline



Towers 1, 2, 3, 4 & 5



Central Amenities



Reference Image

Towers 10, 9, 8, 7 & 6



Building Elevation



Reference Image

The Address By GS

Construction in Full Swing

Building Elevation



Reference Image
(Tower A & Tower B)



Tower (A)

37th Floor
Slab Completed



Tower (B)

29th Floor
Slab Completed



Ten X ERA

Launched 3rd Tower in Dec-23

Building Elevation



Reference Image

Tower (B)

Podium-3 slab work in progress



Tower (A)

Plinth work in progress



Tower (C)

2nd floor slab in progress



The Address by GS Season 2

Launched in Q2FY24

Building Elevation



Reference Image
(Tower C & Tower D)



Tower (C)

Plinth slab work
in progress



Tower (D)

Raft work in
progress



Invictus by GS

Launched in Q2FY24

Building Elevation



Reference Image

Foundation

Plinth slab work in progress



INVICTUS

MONOGRAM RESIDENCES

— BY —



New Launch: Launched First JDA Project in Bandra

Launched in Q4FY24:

Received An Overwhelming Response with Booking of ~96 Units within 40 days of launch

Building Elevation


THE ADDRESS
BY
GS
Queens Court



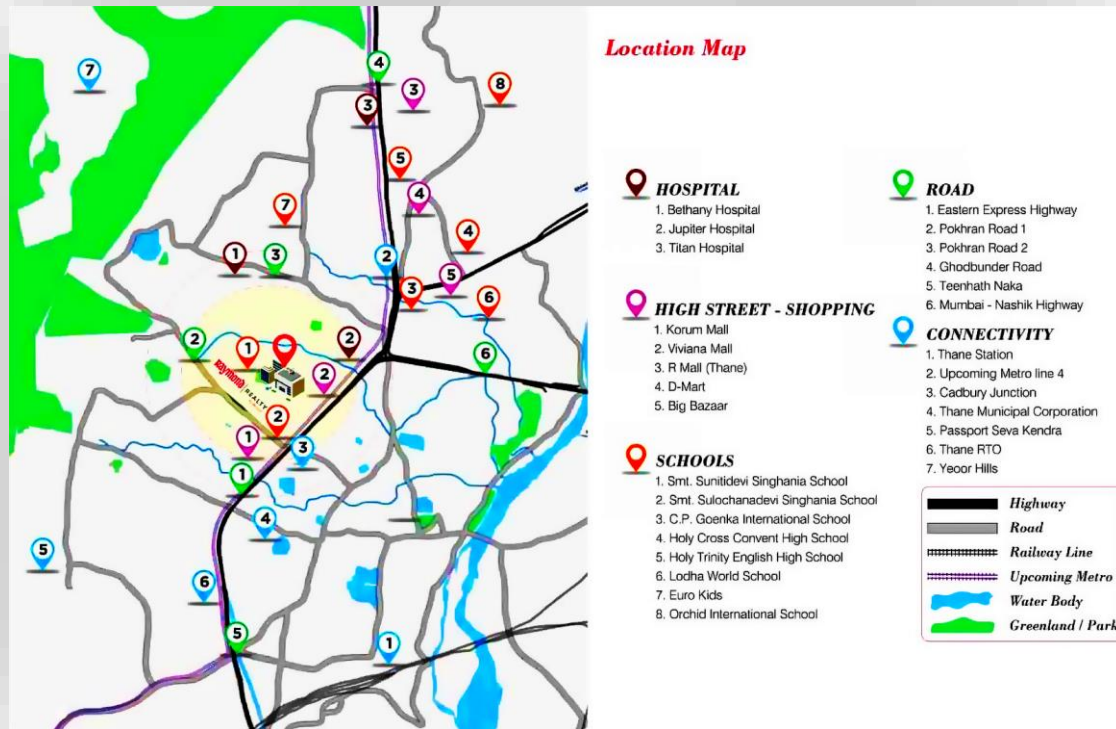
Reference Image

Foundation

Plinth slab work in progress



Excellent Connectivity & Eco-system



Particulars (₹Cr.)	Q4 FY24	Q4 FY23	% Var.
Net Sales	677	289	134%
EBITDA	171	70	143%
EBITDA margin	25.2%	24.3%	

FY24	FY23	% Var.
1,593	1,115	43%
370	287	29%
23.2%	25.7%	

- **Strong booking momentum maintained during the quarter:**
 - With the booking value of ₹ 840 Cr in Q4FY24 vs ₹ 473 Cr in Q4FY23
 - Numbers of unit sold was 602 units in Q4FY24 vs 299 units in Q4FY23
- **EBITDA margin:** Higher mainly due to operational efficiency and incremental revenue from retail shops in TenX Habitat project.

Current Status & OUTLOOK

Current Status of Operations & Outlook

a) DOMESTIC MARKET



- Continued focus on innovation, new offerings such as smart Ethnix and casual wear
- Expand retail store network mainly through asset light franchise model: To open ~ 200 stores in next 12-18 months
- Anticipating and proactively addressing challenges such as limited wedding days in first quarter and heat waves

1 LIFESTYLE BUSINESS



b) EXPORTS MARKET



- Global inflationary and Geo-political situations around the world remain concerns
- Developing new strategic customer relationships in garmenting business

2 REAL-ESTATE BUSINESS



- Residential real estate continues to demonstrate sustained demand
- Our Projects: Construction activity in full swing in compliance with all the relevant guidelines

3 BUILD A SCALABLE ENGINEERING BUSINESS



- Drive strong growth from sunrise sectors of Aerospace, Defense and EV Components Businesses

Raymond group to Remain Net Cash Surplus

Chairman & Managing Director on Q4FY24 performance

“I am satisfied with the performance across businesses, and they have demonstrated consistent growth throughout the year. Our Lifestyle business showed strong perseverance and recorded growth despite headwinds and muted consumer demand. For our Real Estate business, we have maintained strong booking momentum particularly with the launch of our first JDA project in Bandra, Mumbai. We remain committed to delivering value to stakeholders and are confident in our ability to capitalize on growth opportunities, ensuring sustained success in the future. We have our three verticals vis Lifestyle, Real Estate & Engineering business that are future growth engines which is in line with India's vision of Viksit Bharat.”

GAUTAM HARI SINGHANIA

(Chairman & Managing Director)



MANAGEMENT

Raymond Group Led by



GAUTAM HARI SINGHANIA

Chairman & Managing Director
Raymond Ltd.



S.L. POKHARNA

Director
Raymond Ltd.



RAVI UPPAL

Non-Executive Chairman
JK Files & Engineering Ltd & RPAL

Ex – L&T, JSW
Currently – CMD of Steel Infra
Solutions P. Ltd

Raymond Management Team



S.L. POKHARNA

Director
Raymond Ltd.



AMIT AGARWAL

Group CFO
Ex- JSW, Jet Airways,
Essar Group



K.A. NARAYAN

President – HR
Ex- Wockhardt



JATIN KHANNA

Head – Corporate
Development
Ex- Max Financial
Services



SUNIL KATARIA

CEO-Lifestyle
Ex- Godrej Consumer
Products.



HARMOHAN SAHNI

CEO-Realty
Ex- ECL Finance
Gcorp Developers



BALASUBRAMANIAN V

Managing Director
JK Files &
Engineering Ltd.
Ex- Eaton Industrial,
Bosch Chassis



ARVIND MATHUR

CEO-Denim
Ex- Coats Plc

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THANK YOU