



LIFESTYLE LIMITED

(Formerly known as
Raymond Consumer Care Limited)



RLL/SE/26-27/8

May 06, 2026

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: RAYMONDSL

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 Audited Financial Results for the Fourth quarter and Year ended March 31, 2026.

The meeting of the Board of Directors commenced at 02:15 p.m. and concluded at 05.30 p.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: 2026.05.06
20:10:23 +05'30'

Priti Alkari
Company Secretary

Encl.: A/a



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

Registered Office
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Chhatrapati Sambhajnagar - 431 136,
Maharashtra, India.
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Phone: +91 2240349999

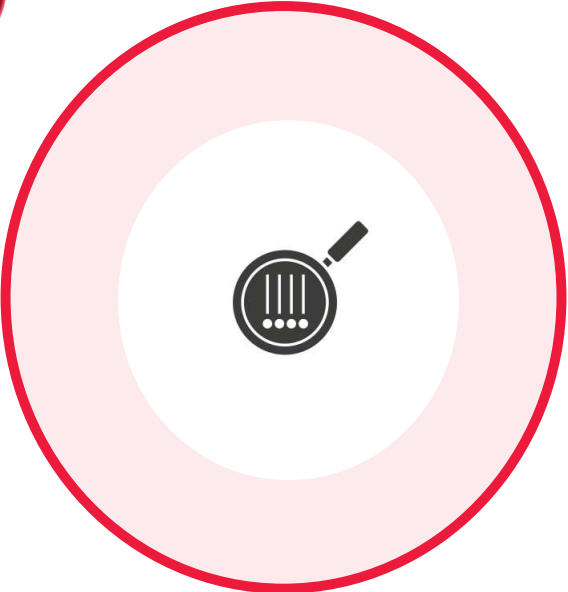
Raymond
LIFESTYLE LIMITED



RESULTS PRESENTATION Q4FY26 & FY26

May 06, 2026

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HIGHLIGHTS

Performance Highlights – FY26: “Year of Recovery”

Total Income

₹7,000 Cr+

Crossed historic mark for the first time. **Highest ever Q4 revenue** on solid domestic performance.



EBITDA Growth & Margin

₹804 Cr, +23% Growth

Driven by **improved product mix** and operating leverage despite higher ad spend.



Working Capital

77 Days

Efficiency gain from **87 days (FY25)**. Optimized inventory and receivables management.



Retail Network

1653 Stores

Network optimization: Opened 89 premium stores and strategically exited **124 low-performing units**.



Liquidity Profile

Net Debt Free

Maintaining a robust and resilient balance sheet through the recovery cycle with **₹179 Cr Net Cash Surplus**.



Global Context

Resilience

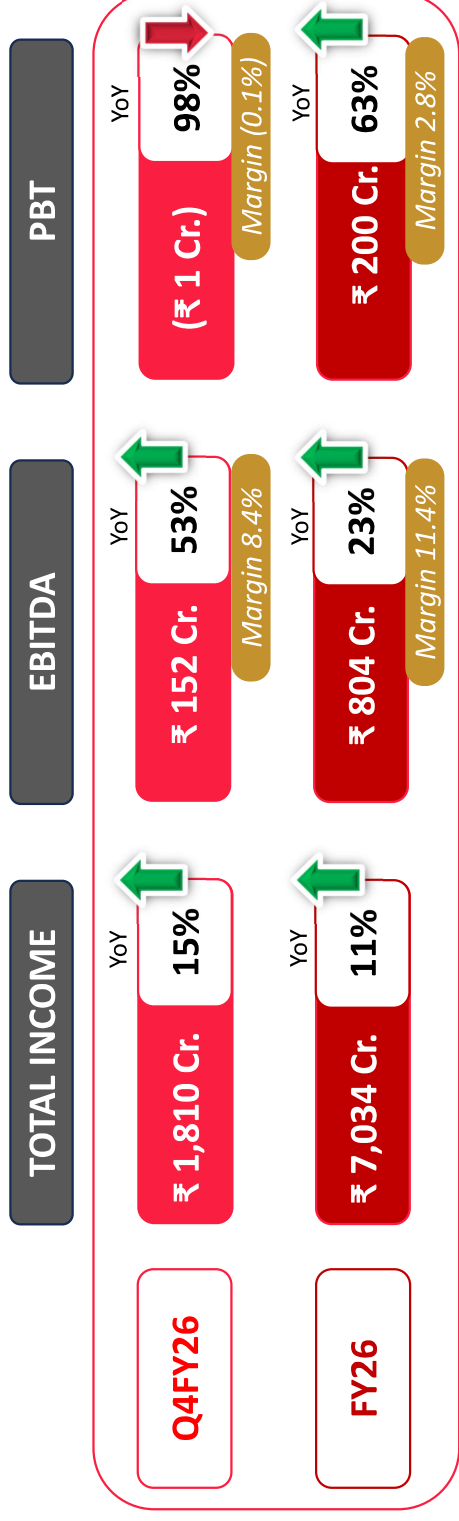
B2B/Garmenting impacted by **US tariff uncertainty**; managed via strong domestic focus.



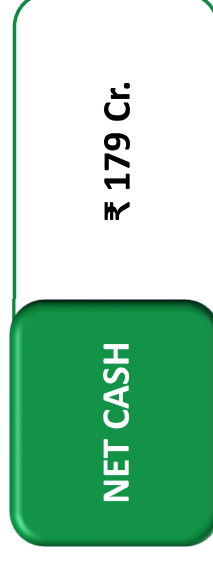
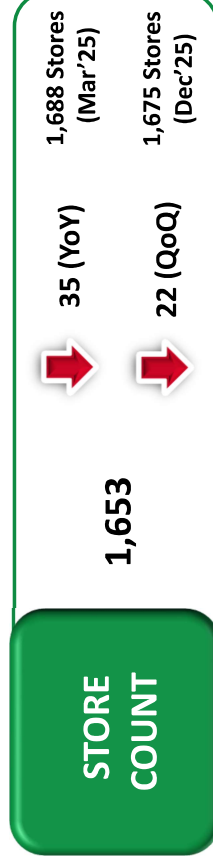
Q4FY26 & FY26 – Performance Snapshot



FINANCIAL PERFORMANCE



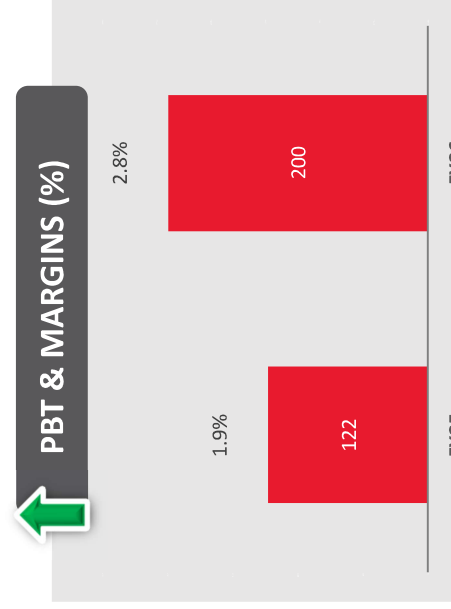
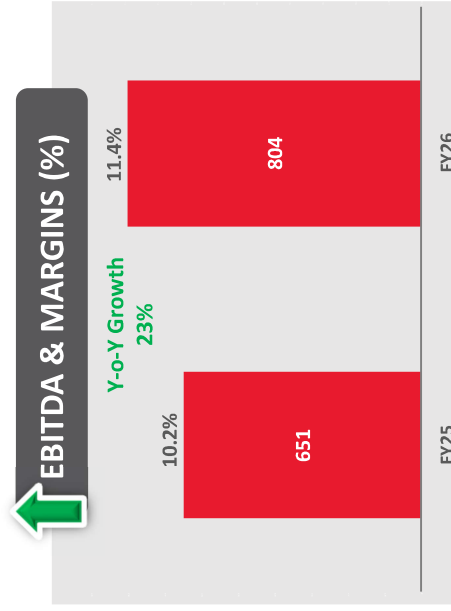
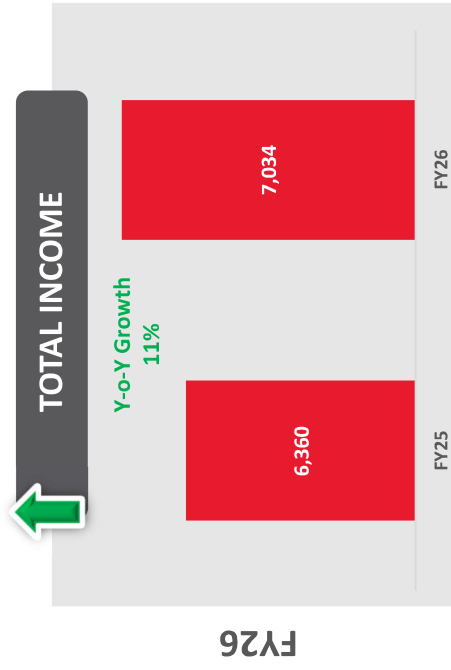
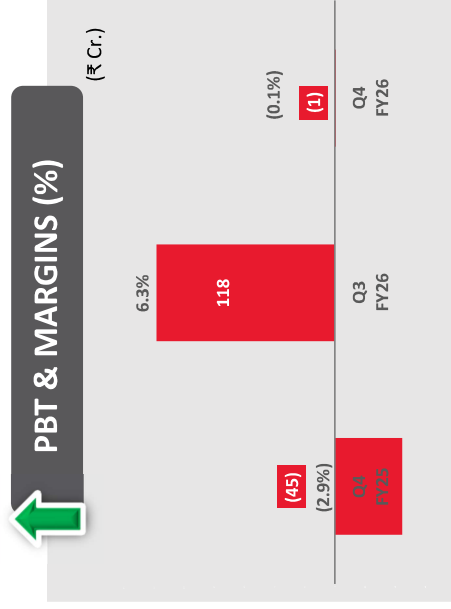
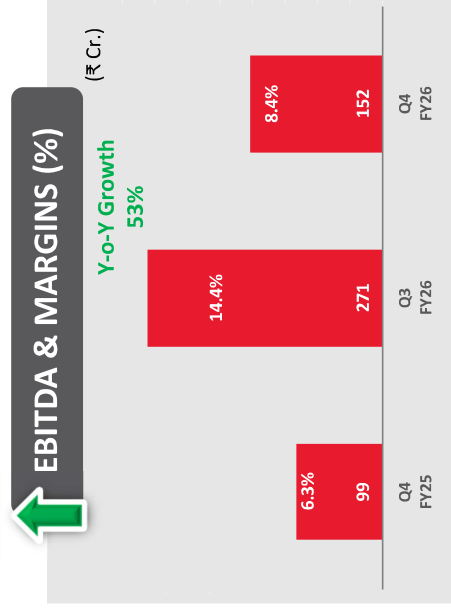
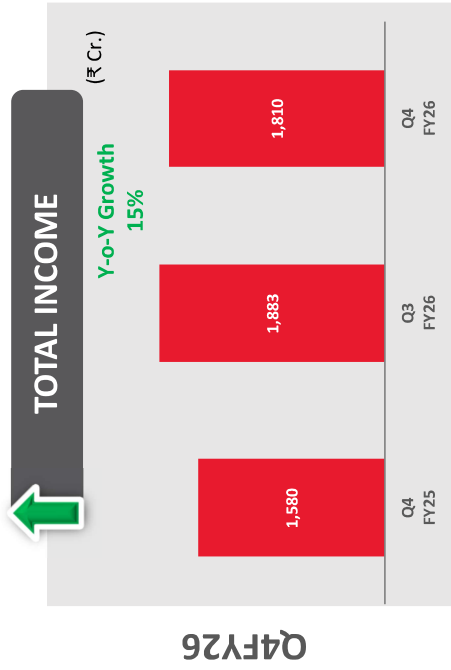
OPERATING HIGHLIGHTS



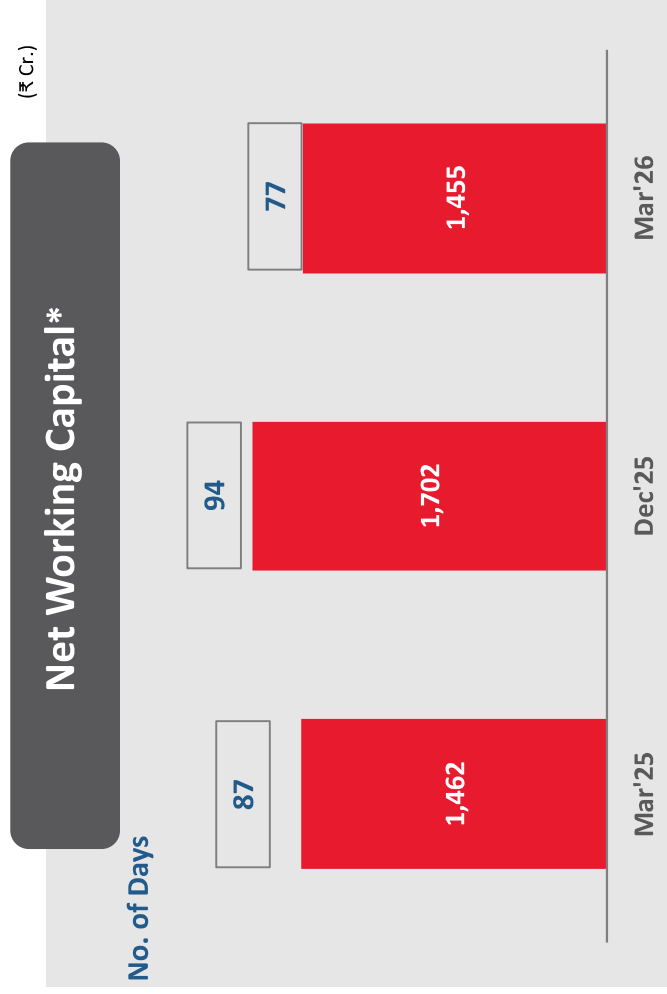
Strong Domestic growth drives solid performance despite weak global demand

Note: Data as of March'26

Q4FY26 & FY26 Performance Trends



Q4FY26 and FY26 Performance Highlights



- **NWC** stood at **77 days** in **Mar'26** v/s **87** days in **Mar'25**, mainly due to inventory build up in the expanded retail, distribution network and lower sales in our garmenting business.

* NWC Days calculated based on Trailing Twelve Month Revenue



**FINANCIAL
PERFORMANCE**

Q4FY26 & FY26 - P&L Statement

Consolidated Performance

Particulars (₹ Cr.)	Q4FY26	Q3FY26	Q4FY25	YoY
Total Income	1,810	1,883	1,580	15%
Expenses	1,658	1,612	0	
EBITDA	152	271	99	53%
<i>EBITDA Margin %</i>	<i>8.4%</i>	<i>14.4%</i>	<i>6.3%</i>	
Depreciation	98	92	91	
Interest Expense	55	60	53	
PBT	(1)	118	(45)	(98%)
<i>PBT margin %</i>	<i>(0.1%)</i>	<i>6.3%</i>	<i>(2.9%)</i>	
Taxes	16	(19)	(2)	
Net Profit	15	100	(47)	(132%)
Exceptional Items	(67)	(57)	2	
Net Profit Post Exception	(52)	43	(45)	16%

	FY26	FY25	YoY
	7,034	6,360	11%
	6,230	5,709	
	804	651	23%
	<i>11.4%</i>	<i>10.2%</i>	
	371	321	
	233	207	
	200	122	63%
	<i>2.8%</i>	<i>1.9%</i>	
	(25)	22	
	175	144	21%
	(129)	(62)	
	46	82	(44%)

Quarterly Segment Performance

Particulars (₹ Cr.)	TOTAL INCOME		EBITDA		EBITDA %	
	Q4 FY26	Q4 FY25	Q4 FY26	Q4 FY25	Q4 FY26	Q4 FY25
		YoY		YoY		
Branded Textile	831	727	115	51	13.9%	7.0%
Branded Apparel	469	391	19	2	3.9%	0.4%
Garmenting	342	248	14	(7)	4.1%	(2.9%)
High Value Cotton Shirting	197	185	20	61	9.9%	33.1%
Others#	(28)	29	(15)	(7)		
Raymond Lifestyle Consolidated	1,810	1,580	152	99	8.4%	6.3%

Commentary

TOTAL INCOME: Robust volume growth and focus on premiumization focus resulting in strong bookings.

EBITDA: Margin expansion of ~690 bps Y-o-Y on account of improved product mix, strong volume, ASP growth and scale leverage.

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

EBITDA: Margin expansion on account of higher sales

TOTAL INCOME: Strong growth on account of demand recovery post the US-India Trade Deal & new customers onboarded in anticipation UK & EU FTA implementation.

Given the escalating conflict between US, Israel and Iran, we are reducing US dependency by diversifying into the UK & EU via duty-free trade agreements.

TOTAL INCOME: Resilient demand from our B2B customers.

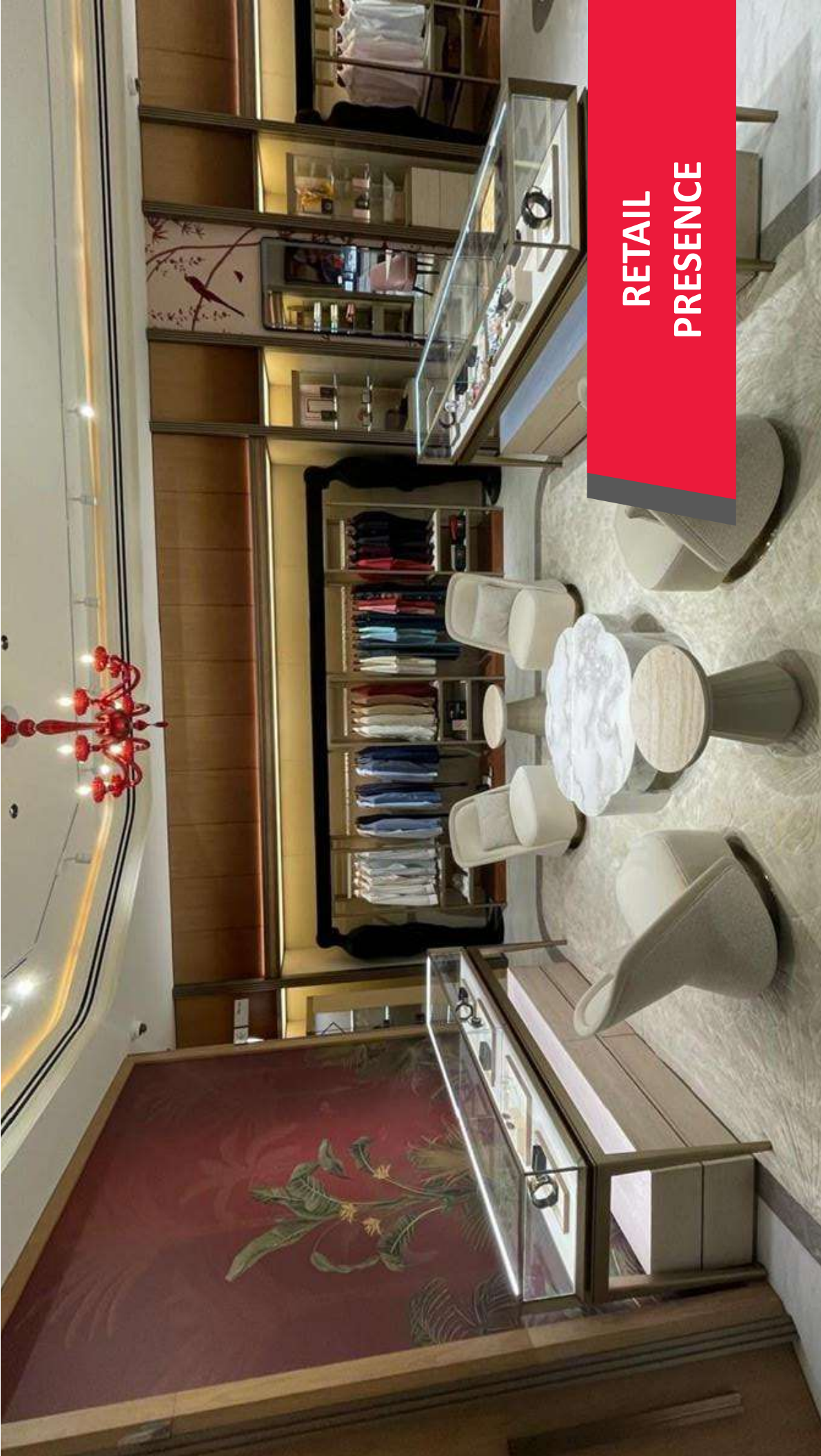
EBITDA: Margin contraction predominantly on account of one - time subsidy of ₹ 53 Cr that was received in Q4FY25.

Others includes unallocated expenses, elimination and other income

Annual Segment Performance

Particulars (₹ Cr.)	TOTAL INCOME			EBITDA			EBITDA %	
	FY26	FY25	YoY	FY26	FY25	YoY	FY26	FY25
Branded Textile	3,435	3,002	14%	613	420	46%	17.8%	14.0%
Branded Apparel	1,812	1,593	14%	98	118	(17%)	5.4%	7.4%
Garmenting	1,066	1,068	(0%)	32	50	(37%)	3.0%	4.7%
High Value Cotton Shirting	818	800	2%	87	114	(24%)	10.6%	14.3%
Others [#]	(96)	(103)		(25)	(51)			
Raymond Lifestyle Consolidated	7,034	6,360	11%	804	651	23%	11.4%	10.2%

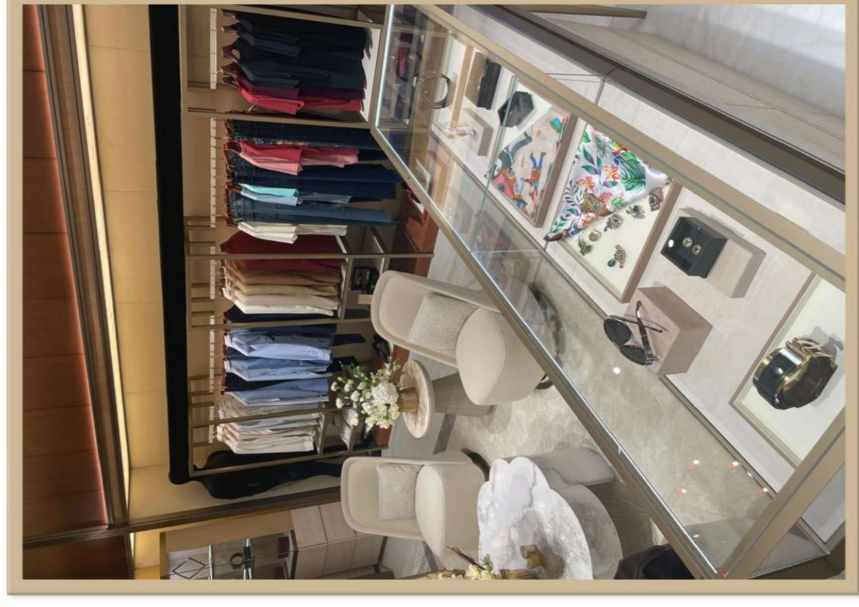
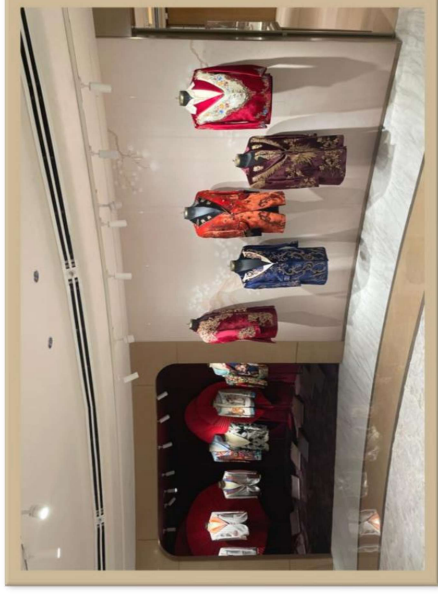
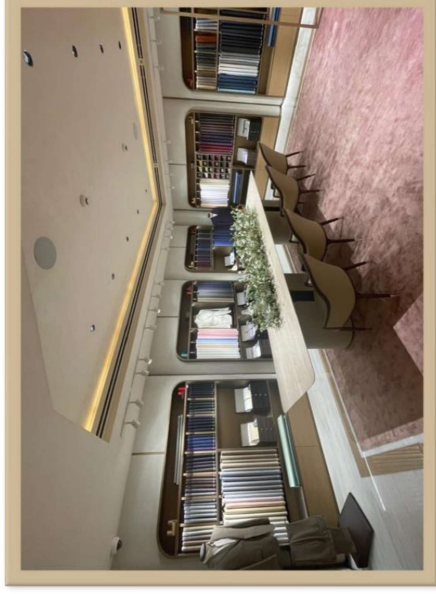
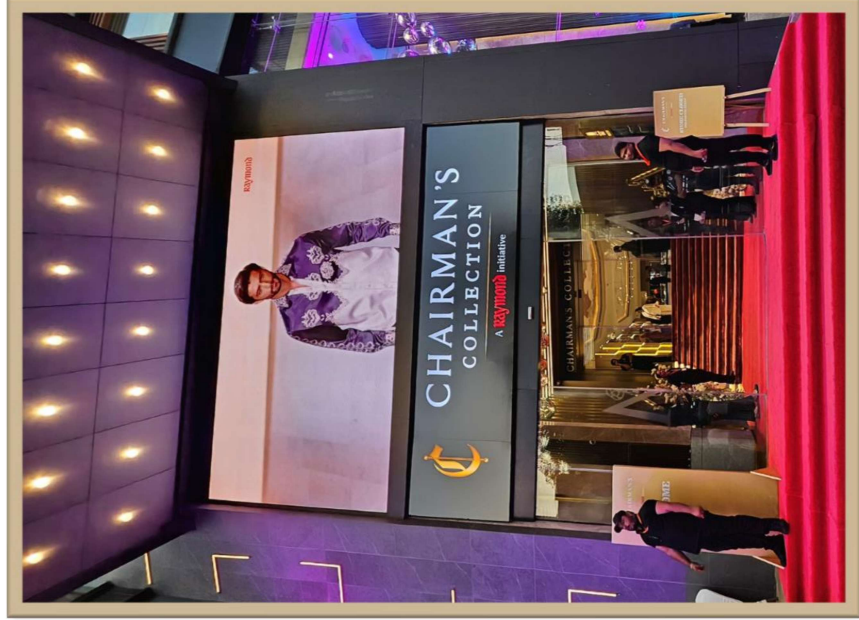
[#] Others includes unallocated expenses, elimination and other income



**RETAIL
PRESENCE**

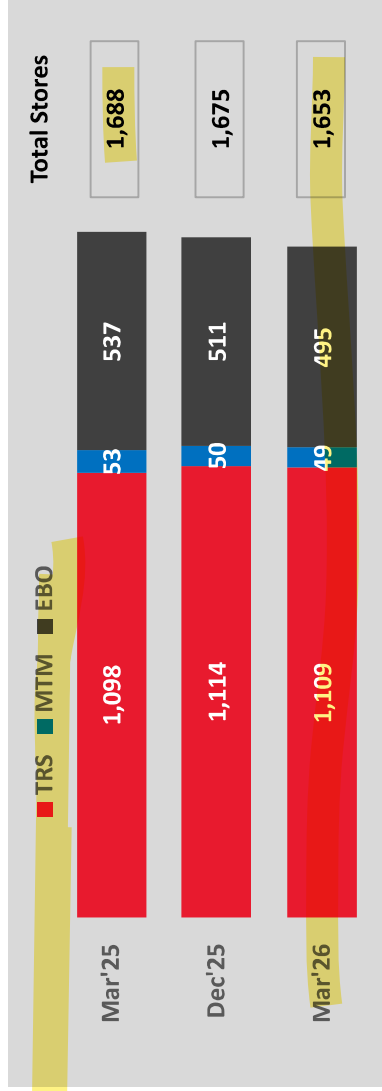
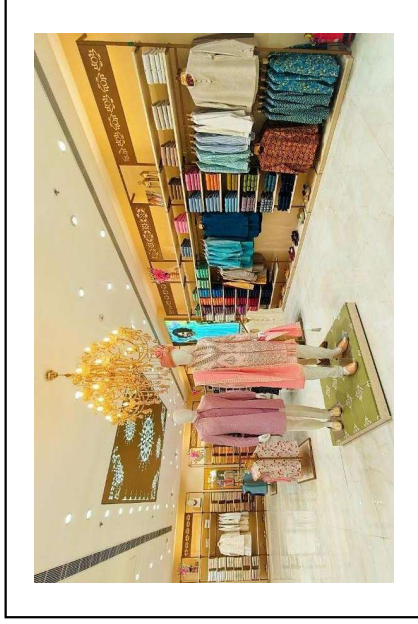
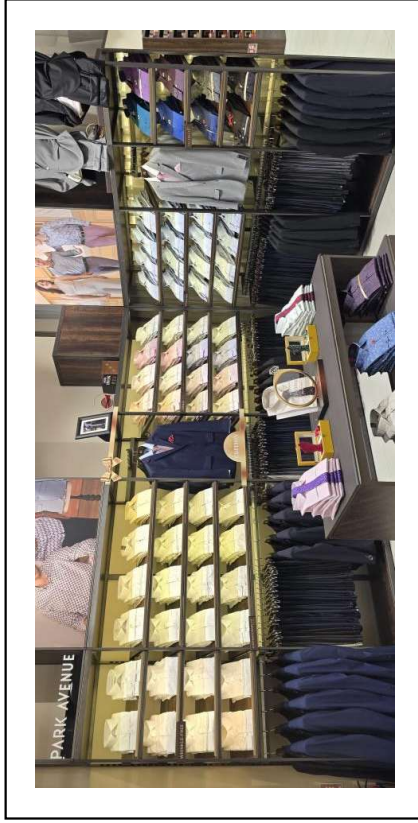
New Luxury Brand Launch: Chairman's Collection, Bandra West

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Exclusive Retail Network

Continuing expansion of retail footprint







Exclusive Outlets & Brands

THE raymond SHOP	raymond	ColonPlus	PARK AVENUE
parx	ethnix by raymond	raymond <i>Made to Measure</i>	






Well Defined ESG Goals


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

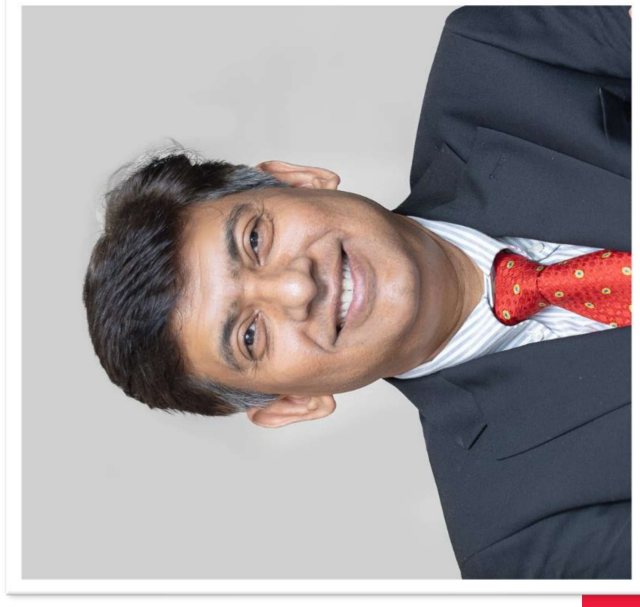
GOVERNANCE (G)

-  **100%** Independent Directors on all Board Committees

Note: Data as per the Business Responsibility and Sustainability Report (BRSR) for FY 2024-25;
* At Chhindwara

Q4FY26 & FY26 Performance

“This past year, we prioritized revenue scale and consumer reach to build a robust foundation for future operational leverage. As we enter our ‘Year of Consolidation,’ our focus shifts to building a high-performance culture while, emphasizing on sustainable profitability and stakeholder value creation. This journey is underpinned by a steadfast commitment to Corporate Governance and ESG initiatives, ensuring our growth is both ethically sound and environmentally responsible. By integrating digital agility with transparent oversight, we are building a resilient, future-ready institution for all stakeholders”

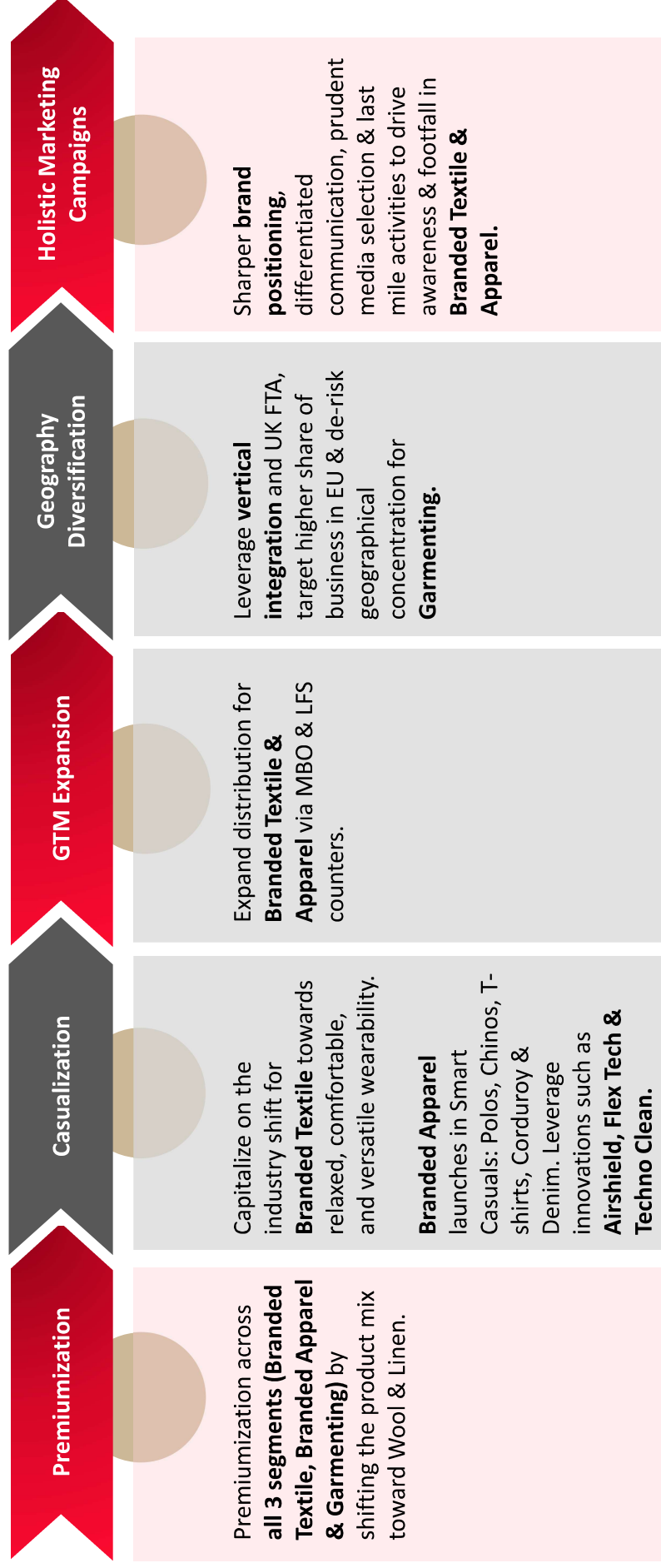


SATYAKI GHOSH
Whole time Director & Chief Executive Officer



**WAY
FORWARD**

FY27 – Strategic Way Forward



Brand Campaigns during FY26





**LEADERSHIP &
MANAGEMENT TEAM**

Strong Governance with High Pedigree Board Members



GAUTAM HARI SINGHANIA
Executive Chairman



K. NARASIMHA MURTHY
Independent Director



VINEET NAYYAR
Independent Director



ANISHA MOTWANI
Independent Director



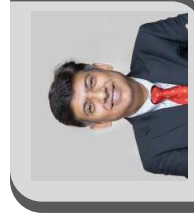
GIRISH C. CHATURVEDI
Independent Director



DINESH LAL
Independent Director



RAJIV SHARMA
Independent Director



SATYAKI GHOSH
Wholetime Director & CEO

Led by Experienced Management Team



SATYAKI GHOSH
Wholesale Director & CEO



E C PRASAD
Chief Financial Officer



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



KALPANA SINGH
Chief Marketing Officer

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Thank You

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