Raymond

RESULTS PRESENTATION

THIRD QUARTER FY 2013

The Raymond Shop · Raymond Premium Apparel · Raymond Made-to-Measure · PARK AVENUE · ColorPlus · parx Live easy · MAKERS · Super Drive

DISCLAIMER

1. Certain Statements in this “Presentation” describe Company’s objectives, projections, estimates, expectations, predictions and may constitute “forward-looking statements” within the meaning of applicable securities laws and regulations. Actual results could materially differ from those expressed or implied. Important factors that could make a difference to the Company’s operations include but are not limited/restricted to Global and Indian demand-supply conditions, finished goods prices, input material availability and prices, cyclical demand and pricing in the Company’s principal markets, changes in Government regulations, tax regimes, economic developments within India and countries within which the Company conducts business and other factors such as litigations. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statement, on the basis of any subsequent development, information, event or otherwise

2. The Statutory Auditors of the Company have completed the Limited Review of the Un-audited Financial Results for the Quarter and nine months ended Dec 31, 2012. Some numbers in this presentation have not been reviewed nor approved by the Audit Committee / Board of Directors of the company. The Company assumes no responsibility for the use of such information. Further, the Company reserves the right to amend any of these numbers based on any subsequent development, information, event or otherwise

ADDITIONAL DISCLOSURE

SEBI has vide its circular CIR/CFD/DIL/4/2012 dated April 16, 2012 revised the format for publishing financial statements with effect from April 16, 2012.

Accordingly,

- Our published financial statements for the quarter ended December 31, 2012, have been prepared as per the revised format, as above
- The corresponding prior quarter figures in the published financial statements have also been reclassified to conform with this year's format

Consequent to the above changes, the consolidated and businesswise financials in this presentation may not be strictly comparable with those in similar presentations provided on earlier occasions.

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HIGHLIGHTS

BUSINESS WISE DETAILS

WAY FORWARD

CONSOLIDATED RESULTS

INR Crore	Q3 FY13	Q3 FY12	Change	YTD Dec12	YTD Dec11	Change
Net Sales	**1,049**	**953**	**10%**	**3,000**	**2,693**	**11%**
EBITDA	**121**	**168**	**-28%**	**336**	**442**	**-24%**
EBITDA margin	*12%*	*18%*		*11%*	*16%*	
EBIT	**72**	**124**	**-42%**	**197**	**320**	**-39%**
EBIT margin	*7%*	*13%*		*7%*	*12%*	
Net Profit	**13**	**61**	**-79%**	**28**	**153**	**-82%**
Profit margin	*1%*	*6%*		*1%*	*6%*	

QUARTER HIGHLIGHTS

- SUITING FABRICS
  - Sales up by 8% YoY mainly led by exports
  - Margins impacted due to higher input costs including raw material

- BRANDED APPAREL
  - Business impacted due to change in Channel mix
  - EBITDA margins impacted significantly due to higher discounted

QUARTER HIGHLIGHTS

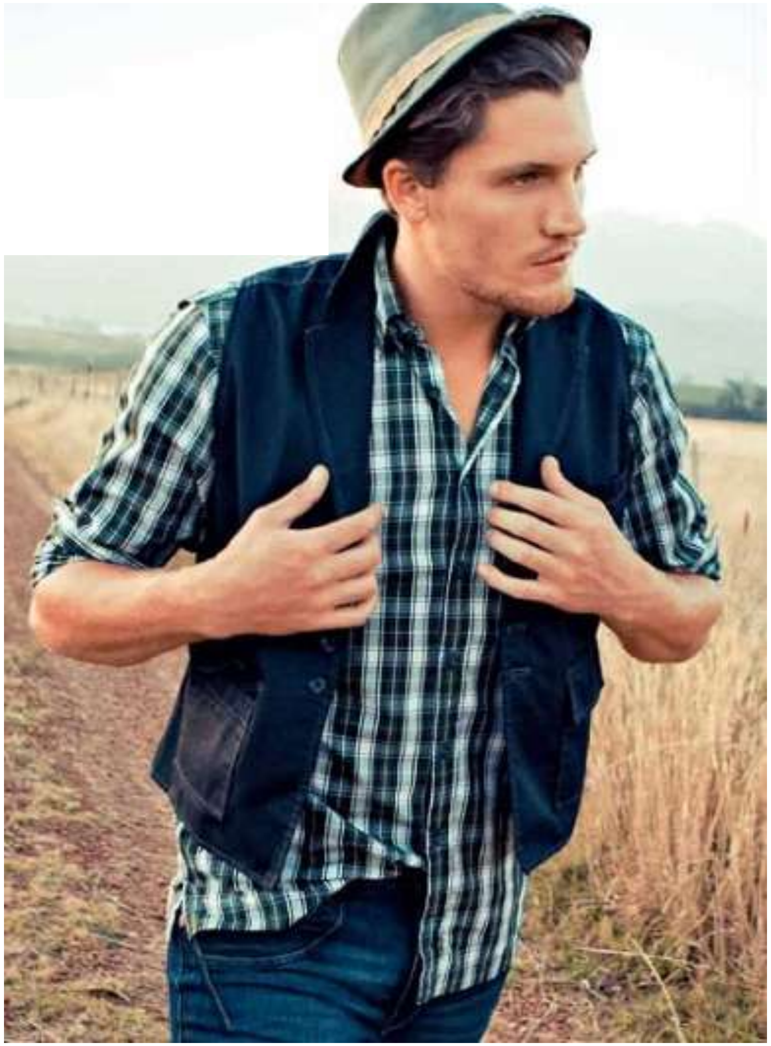
- RETAIL
  - Opened 21 new stores and closed 9 stores across different formats
  - Like to Like sales growth across formats was 9%

- GARMENTING
  - Sales growth of 29% led by higher exports
  - Healthy order book position

QUARTER HIGHLIGHTS

- DENIM
  - Increase in sales by 14% in Indian operations, led by higher realization and growth in exports
  - Margin improvement on account of better realisations

- COTTON SHIRTING FABRICS
  - Sales up 24% led by significant growth in exports & better realisations
  - Improvement of EBITDA margin by ~100 bps backed by better capacity utilisation



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QUARTER HIGHLIGHTS

- TOOLS & HARDWARE
  - Sales up 28% YoY led by strong export sales in files
  - Pressure on margins due to inflation in input costs & change in geographic mix
- AUTO COMPONENTS
  - Challenging business environment led to weak performance
  - Ring Plus Aqua’s sales down 31% YoY

HIGHLIGHTS

BUSINESS WISE DETAILS

WAY FORWARD


SUITING
FABRICS

TEXTILE DIVISION [Raymond Ltd. Standalone Segment]

INR Crore	Q3 FY13	Q3 FY12	Change	YTD Dec12	YTD Dec11	Change
Net Sales	**554**	**514**	**8%**	**1,472**	**1,355**	**9%**
EBITDA	**106**	**129**	**-17%**	**250**	**303**	**-17%**
EBITDA margin	*19%*	*25%*		*17%*	*22%*	

- Increase in sales led by growth in exports and Makers
- Margins impacted due to higher input costs including raw material and utilities


BRANDED
APPAREL

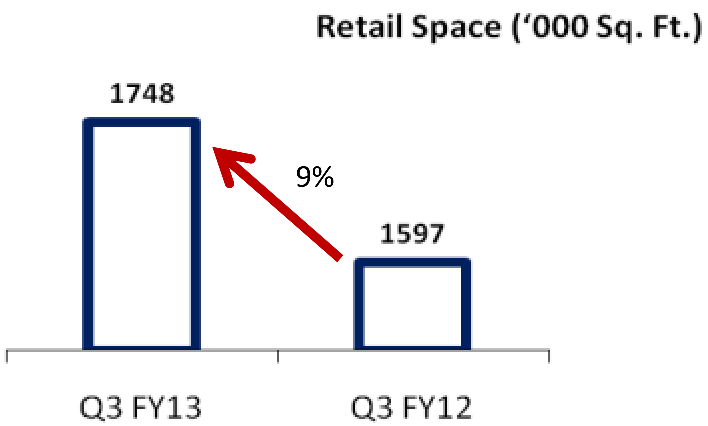
BRANDED APPAREL [Raymond Apparel and Colorplus]

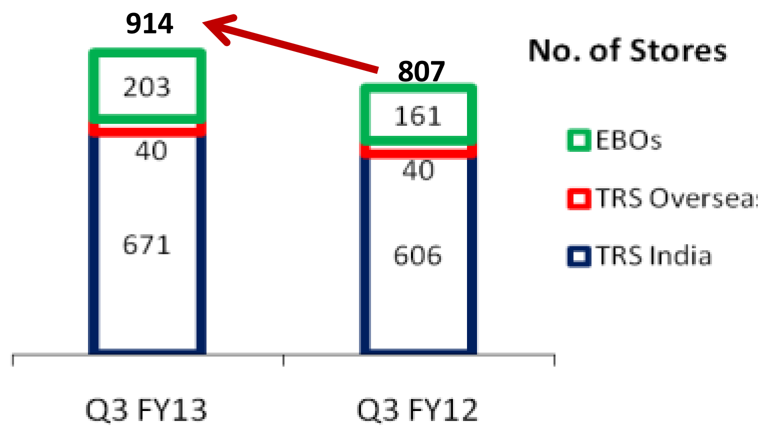
INR Crore	Q3 FY13	Q3 FY12	Change	YTD Dec12	YTD Dec11	Change
Net Sales	**184**	**197**	**-7%**	**583**	**594**	**-2%**
EBITDA	**4**	**29**	**-87%**	**36**	**94**	**-61%**
EBITDA margin	*2%*	*15%*		*6%*	*16%*	

- Business impacted due to lower sales on account of change in channel mix of key brands
- EBITDA margins impacted significantly also due to higher discounted sales & inventory overhang
- ‘Park Avenue’ awarded second most exciting brand in the apparel segment by Brand Equity and Neilson


THE
Raymond
SHOP
Prepare
Overview Report
Presentation!
Coffee with Priya
Review meeting
RETAIL

EXCLUSIVE RETAIL NETWORK





*TRS includes Made to Measure (MTM) stores

- During the quarter, we added 21 stores (gross) with 36,255 square feet of retail space. Simultaneously we closed 9 unviable stores
- Like to like sales growth across formats was 9% during the quarter
- Continue to judiciously add stores pan India
- Incurred Rs. 12 crore towards VRS


DENIM

DENIM [Raymond UCO Denim – JV]

INR Crore	Q3 FY13	Q3 FY12	Change	YTD Dec12	YTD Dec11	Change
Net Sales	**196**	**171**	**14%**	**589**	**554**	**6%**
EBITDA	**24**	**18**	**34%**	**75**	**59**	**28%**
EBITDA margin	*12%*	*10%*		*13%*	*11%*	

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

- Increase in sales by 14% led by better realisations
- EBITDA margin improvement on account of better realisations
- Romanian operations marginally profitable at EBITDA level

COTTON SHIRTING FABRIC [Raymond Zambaiti – JV]

INR Crore	Q3 FY13	Q3 FY12	Change	YTD Dec12	YTD Dec11	Change
Net Sales	**80**	**64**	**24%**	**227**	**173**	**31%**
EBITDA	**12**	**9**	**32%**	**34**	**22**	**55%**
EBITDA margin	*15%*	*14%*		*15%*	*13%*	

The results shown above are for the entire Joint Venture. Raymond's share is 50% thereof.

- Sales up by 24% led by significant growth in export market & better realisations
- Margin improvement backed by better capacity utilisation
- Raymond has terminated the Joint Venture Agreement with the partner and has exercised its option to purchase all the shares in Joint Venture company

GARMENTING [Silver Spark and Celebrations]

INR Crore	Q3 FY13	Q3 FY12	Change	YTD Dec12	YTD Dec11	Change
Net Sales	**51**	**39**	**29%**	**179**	**122**	**47%**
EBITDA	**6**	**5**	**8%**	**27**	**16**	**73%**
EBITDA margin	*12%*	*14%*		*15%*	*13%*	

- Increase in sales led by Export market
- Healthy order book position

TOOLS & HARDWARE [Segment]

INR Crore	Q3 FY13	Q3 FY12	Change	YTD Dec12	YTD Dec11	Change
Net Sales	**96**	**75**	**28%**	**279**	**225**	**24%**
EBIT	**5**	**6**	**-20%**	**25**	**23**	**5%**
EBIT margin	*5%*	*8%*		*9%*	*10%*	

- Sales up 28% YoY led by volume and realisation growth in files
- Pressure on margins due to inflation in input costs and higher export mix

AUTO COMPONENTS [Ring Plus Aqua]

INR Crore	Q3 FY13	Q3 FY12	Change	YTD Dec12	YTD Dec11	Change
Net Sales	**27**	**40**	**-31%**	**97**	**110**	**-12%**
EBITDA	**3**	**7**	**-66%**	**14**	**19**	**-28%**
EBITDA margin	*9%*	*19%*		*14%*	*17%*	

- Challenging business environment led to weak performance
- Recent acquisition (Trinity), profitable at EBITDA level

HIGHLIGHTS

BUSINESS WISE DETAILS

WAY FORWARD

WAY FORWARD

- Drive operational efficiencies including cost rationalization
- Continue to invest in brand building and Network expansion
- Smooth channel transition of key apparel brands
- Concerns- Inflation & interest rates leading to slow revival of consumer sentiment


The suit fabric is a Super 90's wool and fine polyester blend from the 'Ceremonial Wear' collection.
Share the little joys.
The Complete Man
Raymond
SINCE 1925

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