



RESULTS PRESENTATION

QUARTER ENDED JUNE 30, 2018

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Business-wise Details



Way Forward

Market Overview

Market Overview

Apparel/Textile

- Seasonally moderate quarter with subdued consumer sentiments and lesser number of wedding dates
- However, growth supported by revival of wholesale and trade channels
- Increase in raw material prices to impact textile players



Retail

- Moderate demand due to sluggish consumer sentiments
- High base for most retailers due to pre-ponement of EOSS and pre-GST liquidation last year



Auto

- Double digit revenue growth expected due to a low base (BS4 and GST transitions), strong rural demand and healthy growth in overseas sales
- Auto ancillary players expected to post healthy growth as well due to higher replacement demand as last year was impacted across value chain



FMCG

- Growth led by volume due to
 - Wholesale channel stabilizing post demon/GST disruption
 - Early signs of recovery in rural markets
 - Favourable base (GST led de-stocking in base quarter)





Business Update

Initiatives



Khadi

Khadi by Raymond launched in April'18



Tailoring Hubs

5 tailoring hubs opened in Q1; totaling to 30 hubs as at Jun'18



Style Play

- Exclusive MBO (FOFO) selling Raymond Apparel Brands
- 4 Stores opened in Q1FY19; totaling to 6 stores as at Jun'18



Mini TRS

10 mini TRS rolled out in Q1FY19; totaling to 101 stores as at Jun'18

Awards

Raymond wins multiple awards for Retail Marketing: Local Store Activations



- Marketing Campaign of the Year, Indian Retail Awards 2018
- Most Admired Brand – Marketing & Promotion, India Fashion Forum

Raymond's Annual Report 2017-18 wins multiple awards in Global Annual Report Competition (LACP, US)



- Silver Winner Worldwide in Consumer Durables
- Top 5 Indian Reports of 2017
- Featured in Top 80 reports in Asia-Pacific region
- Technical Achievement Award

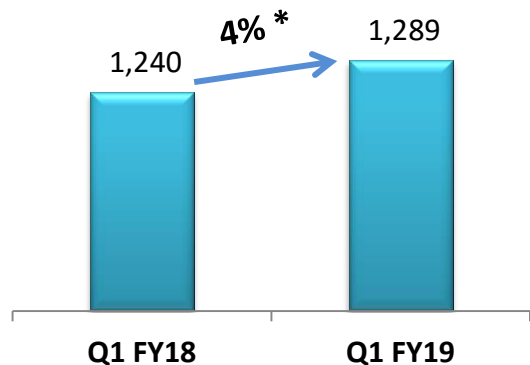
Competition Category: Consumer Products - Non-Food



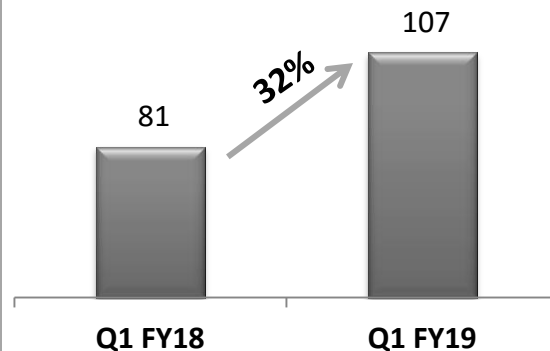
Highlights

Consolidated Financial Highlights

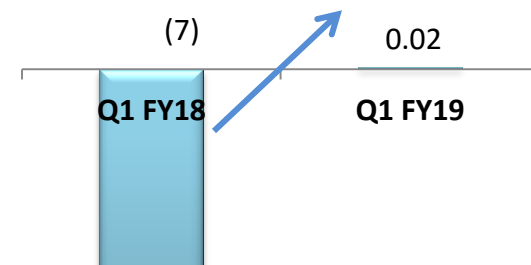
Revenue (Rs Cr)



EBITDA (Rs Cr)



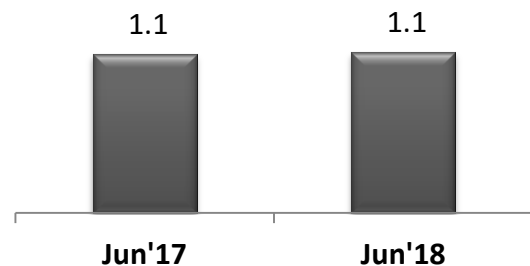
Net Profit (Rs Cr)



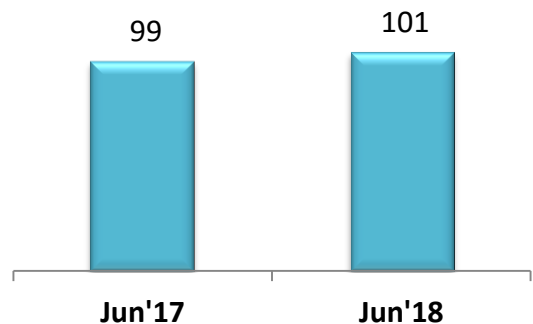
* Revenue growth of 8% on excluding GST impact

* Lower revenue recognition by ~4%, due to revenue booking "net of excise" post GST as against gross earlier

Net Debt to Equity Ratio

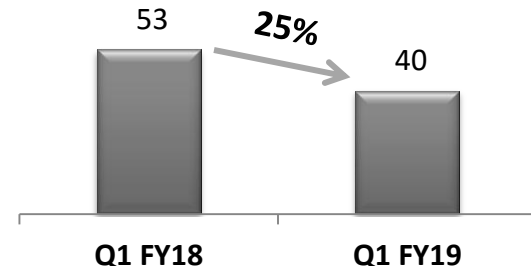


NWC Days*



*on TTM basis

A & SP Spends (Rs Cr)

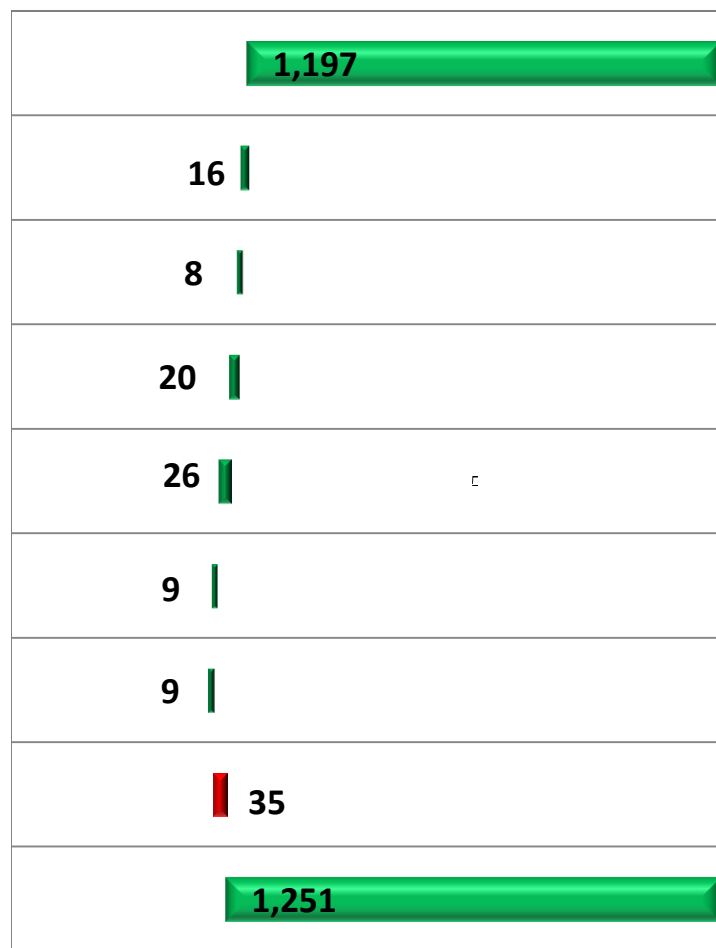


Consolidated Results

INR Crore	Q1 FY19	Q1 FY18	Change
Net Revenue*	1,289	1,240	4%
Net Sales	1,251	1,197	4%
EBITDA	107	81	32%
<i>EBITDA margin</i>	<i>8.3%</i>	<i>6.6%</i>	
PBT before excp	8	0	NA
<i>PBT margin</i>	<i>0.6%</i>	<i>0.0%</i>	
Exceptional item	(2)	-	NA
Net Profit	0.02	(7)	NA
<i>Profit margin</i>	<i>0.0%</i>	<i>-0.6%</i>	

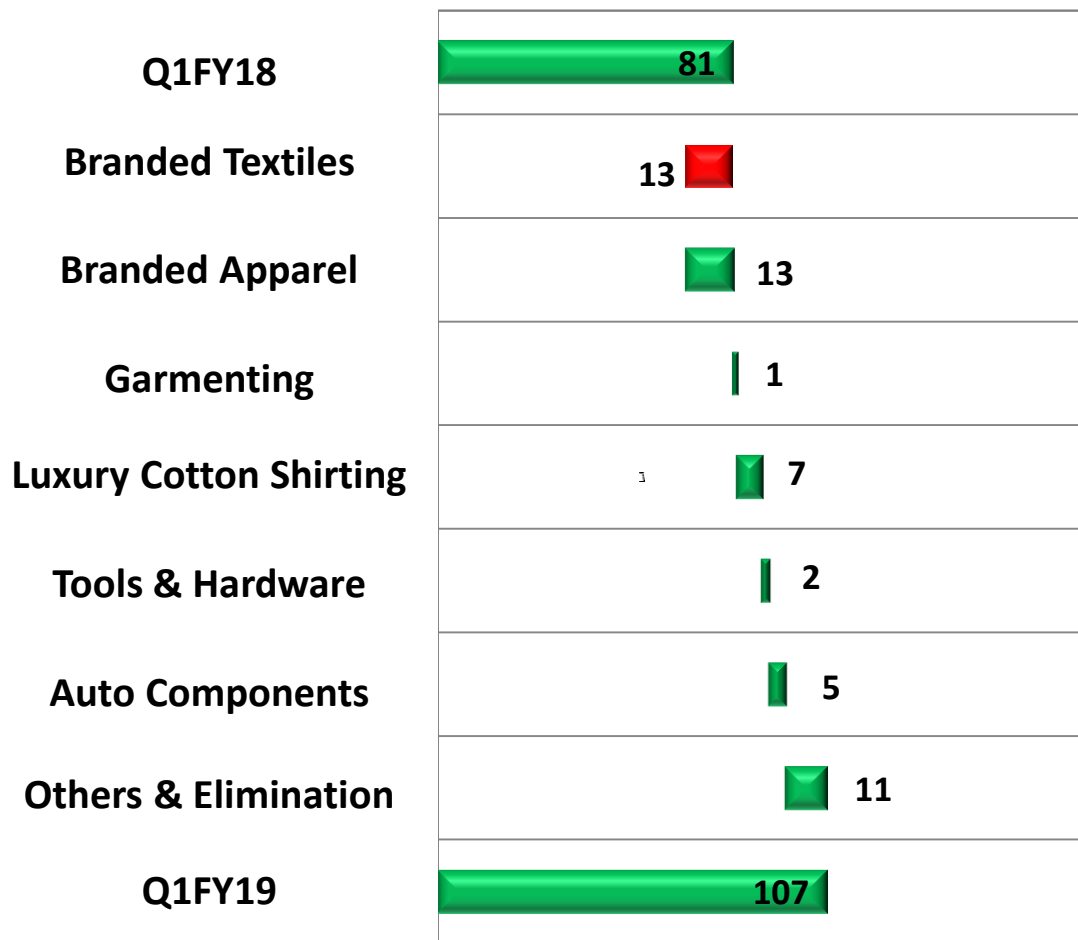
* Excluding GST impact, revenue growth of 8%

Q1 SALES BRIDGE (Rs. Cr)



Rs 54 cr

Q1 EBITDA BRIDGE (Rs. Cr)



Rs 26 cr

Company entered into contracts with group companies for allocation of common costs from the current quarter, resulting in allocation to its group companies / business segments. Segment results of previous periods are not comparable to this extent although, the impact on net profit of the group is insignificant.

Business-wise Details

BRANDED TEXTILES

Raymond



Branded Textiles

INR Crore	Q1 FY19	Q1 FY18	Change
Net Sales	589	572	3%
<i>Growth Excluding GST</i>			7%
EBITDA	44	57	-23%
<i>EBITDA margin</i>	<i>7.5%</i>	<i>10.0%</i>	

- Increase in sales excluding GST impact by 7%
 - ✓ Suiting and Shirting business grew by 3% and 23% respectively
 - ✓ driven by channel expansion and exports growth
- Lower EBITDA margin largely on account of increase in raw-material cost, change in channel mix and central cost allocation



BRANDED APPREL

WORK.
PLAY.
CELEBRATE.
REPEAT.



Find your nearest store.
<http://bit.ly/allPAdoors>



PARK AVENUE

Branded Apparel

INR Crore	Q1 FY19	Q1 FY18	Change
Net Sales	278	270	3%
<i>Growth Excluding GST</i>			10%
EBITDA	7	(6)	NA
<i>EBITDA margin</i>	<i>2.4%</i>	<i>-2.4%</i>	

- Growth driven by strong performance in MBO channel and contribution from new customer segments
- EBITDA margin improved to 2.4% as compared to negative 2.4% in the previous year, mainly due to sales growth and lower discretionary spends
- Overall growth of brands –

Brand	Raymond RTW	Park Avenue	ColorPlus	Parx
Growth excluding GST	11%	2%	-2%	15%



PARK AVENUE

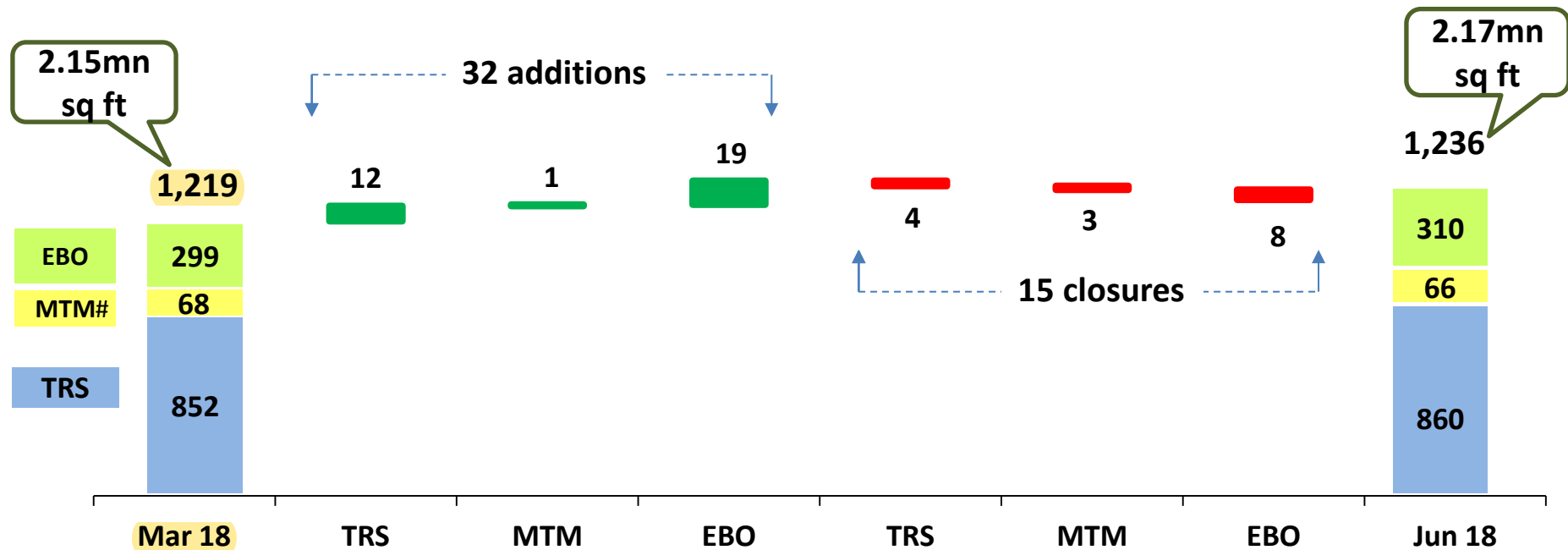
ColorPlus



RETAIL



Exclusive Retail Network



- During the quarter
 - Added 32 new stores (including 10 mini-TRS) and closed 15 stores
 - All the new stores added are franchised
 - Completed 4 stores renovation, currently 11 stores under renovation
- Blended sales growth across our retail formats was 2%

#MTM includes 41 converged stores

GARMENTING



Garmenting

INR Crore	Q1 FY19	Q1 FY18	Change
Net Sales	164	144	14%
<i>Growth Excluding GST</i>			<i>14%</i>
EBITDA	10	9	12%
<i>EBITDA margin</i>	<i>6.0%</i>	<i>6.1%</i>	

- Sales growth of 14% led by exports growth in Europe
- EBITDA margins maintained ~6%

*HIGH VALUE
COTTON SHIRTING*



High Value Cotton Shirting

INR Crore	Q1 FY19	Q1 FY18	Change
Net Sales	158	131	20%
<i>Growth Excluding GST</i>			23%
EBITDA	19	13	55%
<i>EBITDA margin</i>	<i>12.4%</i>	<i>9.6%</i>	

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

- Sales growth on account of better offtake by the customers
- Improvement in EBITDA margin mainly due to better product mix

ENGINEERING

TOOLS & HARDWARE



AUTO COMPONENTS

Tools & Hardware

INR Crore	Q1 FY19	Q1 FY18	Change
Net Sales	96	87	10%
<i>Growth Excluding GST</i>			18%
EBITDA	8	6	34%
<i>EBITDA margin</i>	<i>8.3%</i>	<i>6.8%</i>	

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

- Growth driven by better performance in domestic markets
- Healthy improvement in EBITDA margin due to the turnaround strategy of building operational efficiency and product rationalization.



Auto Components

INR Crore	Q1 FY19	Q1 FY18	Change
Net Sales	63	54	16%
<i>Growth Excluding GST</i>			21%
EBITDA	15	10	44%
<i>EBITDA margin</i>	<i>24.0%</i>	<i>19.5%</i>	

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

- High growth driven by strong demand from both domestic and international customers
- EBITDA margin improvement due to favourable product mix, productivity improvements and cost reduction
- Overall, the business is maintaining its profitable sales growth momentum



Way Forward

Way Forward

- ❑ Consumer demand continued to remain moderate at retail level during July.
- ❑ However, overall consumer sentiments expected to improve supported by shift to new season stock and onset of festivities starting August
- ❑ For 2QFY19, we expect early double digits revenue growth and to maintain our EBITDA margins as compared to last year
- ❑ In line with the asset light network expansion strategy, majority of new stores will be based on franchise model



THANK YOU

www.raymond.in