Raymond
LIFESTYLE LIMITED
(Formerly known as Raymond Consumer Care Limited)

Great Place To Work® Certified FEB 2023 – FEB 2024 INDIA

RLL/SE/24-25/30

January 30, 2025

To

The Department of Corporate Services - CRD	The National Stock Exchange of India Limited
BSE Limited	Exchange Plaza, 5th Floor
P.J. Towers, Dalal Street	Bandra-Kurla Complex
Mumbai - 400 001	Bandra (East), Mumbai - 400 051
Scrip Code: 544240	Symbol: RAYMONDLSL

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 Unaudited Financial Results for the Third Quarter and Nine Months ended December 31, 2024.

The meeting of the Board of Directors commenced at 11:30 a.m. and concluded at 1:15 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**

Priti Nitin Alkari
Digitally signed by Priti Nitin Alkari
Date: 2025.01.30 17:08:07 +05'30'

Priti Alkari
Company Secretary

Encl.: A/a

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Website: www.raymondlifestyle.com

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Raymond
LIFESTYLE LIMITED

Q3 FY25 RESULTS PRESENTATION

30th January 2025

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Q3FY25: Raymond Lifestyle Performance

FINANCIAL PERFORMANCE

TOTAL INCOME	YoY	EBITDA	YoY	PBT*	YoY
₹1,796 Cr.	2%	₹221 Cr.	(30%)	₹87 Cr.	(59%)
		Margin 12.3%		Margin 4.9%	

OPERATING HIGHLIGHTS

NEW STORES ADDED 61

Continue to expand our retail presence

NET CASH ₹61 Cr.

Reclaimed Net Debt Free Status

PARK AVENUE INNERWEAR

Launch of New Category

** Before Exceptional items*

Q3’FY25

HIGHLIGHTS

Q3 Reflection

Market and Economy Updates

ECONOMY UPDATES

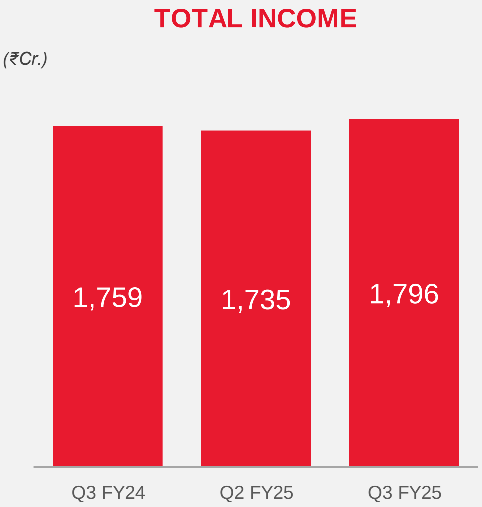
- Discretionary spending continues to be impacted primarily due to inflation
- Geopolitical tensions continued to remain one of the key challenge in international market

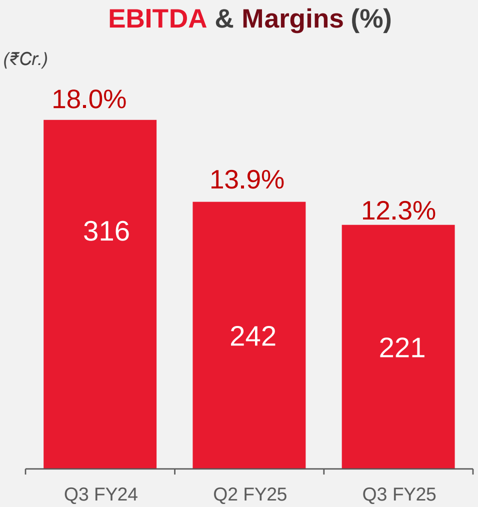
MARKET UPDATES

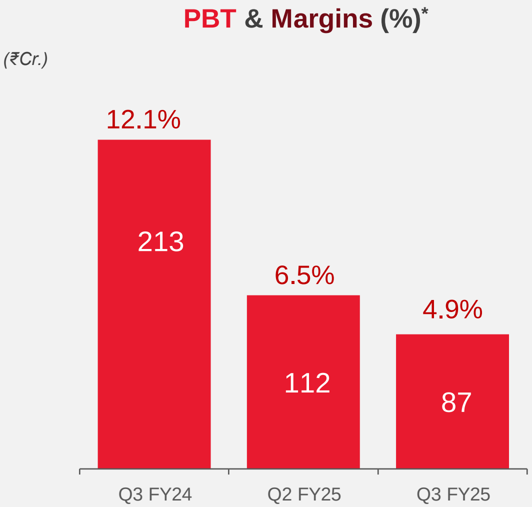
- Weak consumer demand in both domestic as well as international market
- Garmenting: New customer acquisition continues

Q3’FY25 Performance Highlights

Raymond LIFESTYLE LIMITED







- Weakness in domestic market led to lower sales in high margin branded textile segment which was partly offset by the garmenting business
- EBITDA lower on account of upfront investments in retail store expansion and adverse sales mix

** Before Exceptional items*

Q3’FY25 Performance Highlights - NWC

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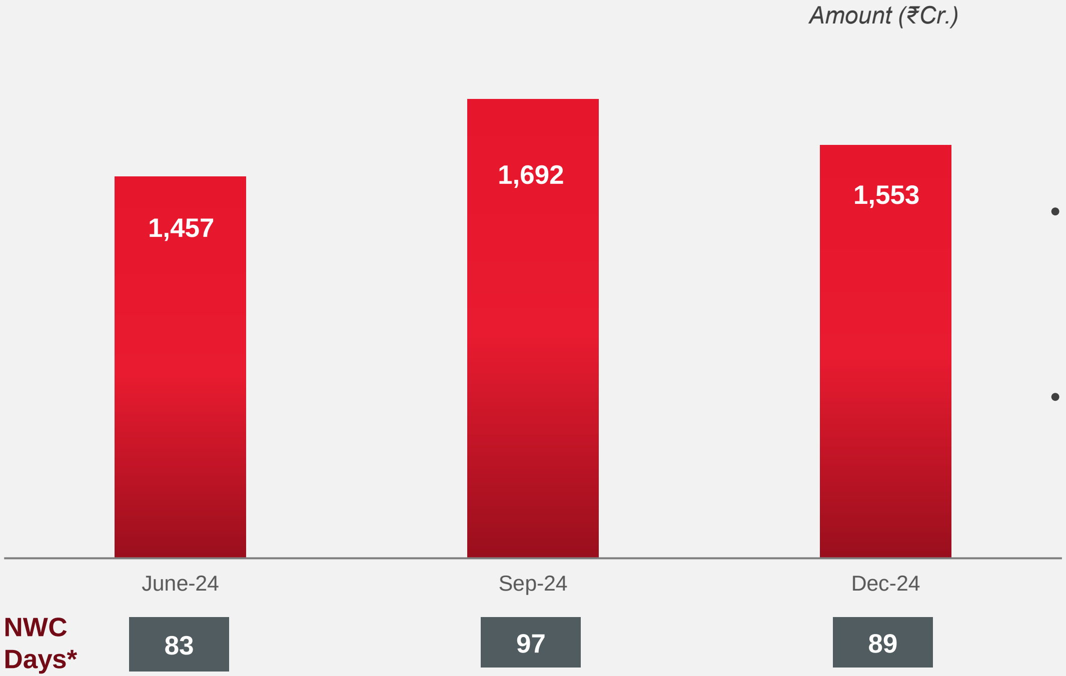
LIFESTYLE LIMITED



- **NWC** stood at **89 days** in **Dec-24 v/s 97 days in Sep-24.** NWC decrease was due to:
  - ○ Significant **reduction in receivables and inventories**
- Expected reduction in NWC in Q4FY25 on the back of wedding demand

** NWC Days calculated based on TTM Revenue.*

Q3 FY25 Financial
PERFORMANCE

Q3'FY25 Performance Highlights

Consolidated Performance

Particulars (₹ Cr.)	Q3'FY25	Q2'FY25	Q3'FY24	YoY	9MFY25	9MFY24	YoY
Total Income	**1,796**	**1,735**	**1,759**	**2%**	**4,780**	**4,962**	**(4%)**
Opex	1,575	1,493	1,443		4,228	4,161	
EBITDA	**221**	**242**	**316**	**(30%)**	**552**	**802**	**(31%)**
EBITDA Margin %	*12.3%*	*13.9%*	*18.0%*		*11.5%*	*16.2%*	
Depreciation	79	76	59		230	176	
Interest Expense	54	53	44		154	148	
PBT	**87**	**112**	**213**	**(59%)**	**168**	**477**	**(65%)**
PBT margin %	4.9%	6.5%	12.1%		3.5%	9.6%	
Taxes	(23)	(11)	(51)		(24)	(118)	
Net Profit	**65**	**102**	**162**	**(60%)**	**143**	**359**	**(60%)**
Exceptional Items*	(0.3)	(59)	0		**(60)**	**(9)**	
Net Profit Post Exception	**64**	**42**	**162**		**83**	**350**	

** Q2 FY25 Includes ~ INR 57 Cr. of stamp duty on account of demerger and ₹ VRS expense of ~INR 2 Cr*

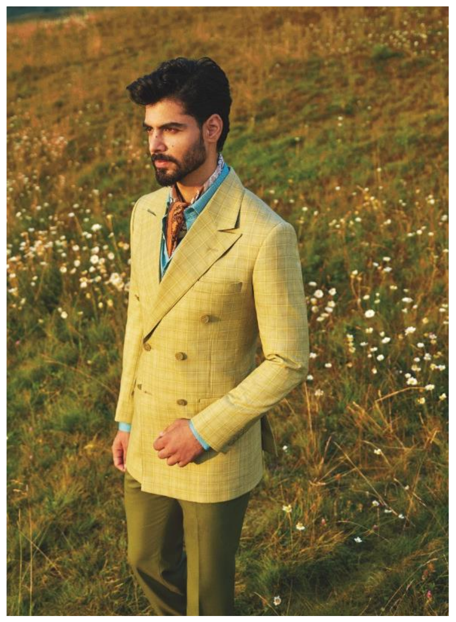
Segment Performance

Quarterly Results Q3'FY25

Post IndAS 116	TOTAL INCOME			EBITDA			EBITDA %	
Particulars (₹ Cr.)	**Q3 FY25**	**Q3 FY24**	**YoY (%)**	**Q3 FY25**	**Q3 FY24**	**YoY (%)**	**Q3 FY25**	**Q3 FY24**
Branded Textile	856	909	(6%)	154	196	(22%)	18.0%	21.6%
Branded Apparel	458	437	5%	44	61	(28%)	9.6%	13.9%
Garmenting	309	261	19%	24	29	(18%)	7.8%	11.3%
High Value Cotton Shirting	201	214	(6%)	21	23	(11%)	10.3%	10.9%
Others#	(28)	(62)		(21)	6			
Raymond Lifestyle Consolidated	**1,796**	**1,759**	**2%**	**221**	**316**	**(30%)**	**12.3%**	**18.0%**

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

Segment
PERFORMANCE



BRANDED TEXTILE

Branded Textiles

Particulars (₹ Cr.)	Q3 FY25	Q3 FY24	% Change YOY
Revenue	856	909	(6%)
EBITDA	154	196	(22%)
EBITDA margin	**18.0%**	**21.6%**	

REVENUES

Lower on account of weaker consumer demand

EBITDA

Lower on account of scale deleverage

BRANDED APPAREL

Branded Apparel

Steady Performance

Particulars (₹ Cr.)	Q3 FY25	Q3 FY24	% Change YOY
Revenue	458	437	5%
EBITDA	44	61	(28%)
EBITDA margin	**9.6%**	**13.9%**	

REVENUE

The performance was on account of new range of product launches during challenging market conditions and muted consumer demand

EBITDA

Impacted on account of upfront investments in retail store expansion

Exclusive Retail Network

Continuing expansion of retail footprint

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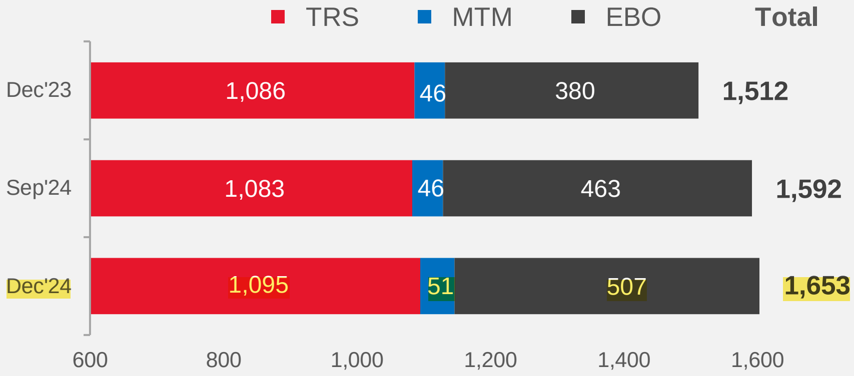
LIFESTYLE LIMITED



Opened ***135 stores*** during the first nine of the year with ***1,653 stores*** *as on* ***31st Dec 2024.***

Exclusive Outlets & Brands

THE Raymond SHOP
Raymond
ColorPlus
PARK AVENUE
parx
ethnix by Raymond
Raymond Made to Measure

ETHNIX BY RAYMOND

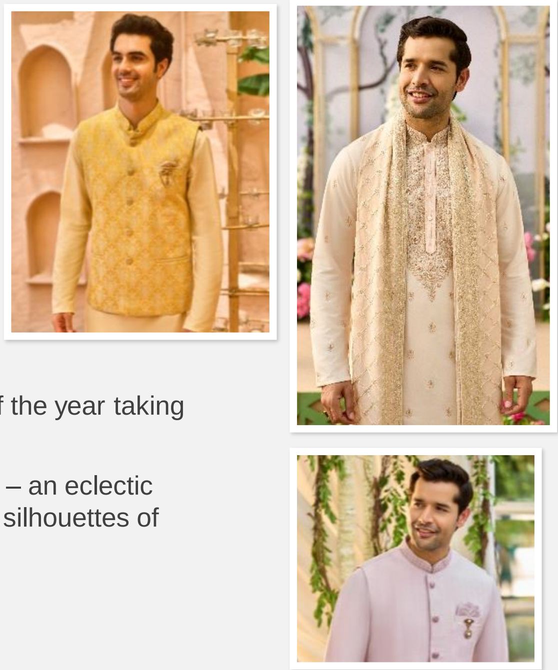
Our Ethnix Portfolio

Raymond
LIFESTYLE LIMITED

ethnix
by Raymond

- Opened 29 stores in first nine months of the year taking the tally to 143 stores.
- Newly launched Smart Ethnix collection – an eclectic design code, defining an array of fusion silhouettes of Short Kurtas, Bundi and Trousers.

WEDDING COLLECTION



FESTIVE COLLECTION

SMART ETHINIX

‘Build’ The New Category: Sleepwear

SleepZ
by
Raymond

- Product categories consist of Indian Wear (kurta – pajama set, dhoti) and Western Wear.
- Building a distribution strategy with strong focus on distributors with regional and PAN India level presence.

Launch of Innerwear

PARK AVENUE
INNERWEAR

GARMENTING

Garmenting

Continued Momentum

Particulars (₹ Cr.)	Q3 FY25	Q3 FY24	% Change YOY
Revenue	309	261	19%
EBITDA	24	29	(18%)
EBITDA margin	**7.8%**	**11.3%**	

REVENUE

Growth led by steady order book and acquisition of new customers

EBITDA

Impacted on account of adverse sales mix, higher freight costs and additional cost of training of manpower for the new lines within our manufacturing facilities

HIGH VALUE COTTON SHIRTING

High Value Cotton Shirting

Particulars (₹ Cr.)	Q3 FY25	Q3 FY24	% Change YOY
Revenue	201	214	(6%)
EBITDA	21	23	(11%)
EBITDA margin	**10.3%**	**10.9%**	

REVENUE

Lower on account of weak consumer demand.

EBITDA

Decline on account of lower sales.

Q3'FY25
PERFORMANCE

"Q3FY25 continued to be a challenging quarter for our business. Despite weaker market conditions, our efforts have resulted in low single digit revenue growth. Our continued focus on retail expansion led to opening of 135 new stores during the current financial year, reaching a total of 1,653 stores including 143 stores in Ethnix by Raymond. During the quarter we have expanded into the Innerwear Category by launching Park Avenue Innerwear, which has received positive feedback from the trade channel. Our focus remains on our strategy to build a long term sustainable and profitable business."

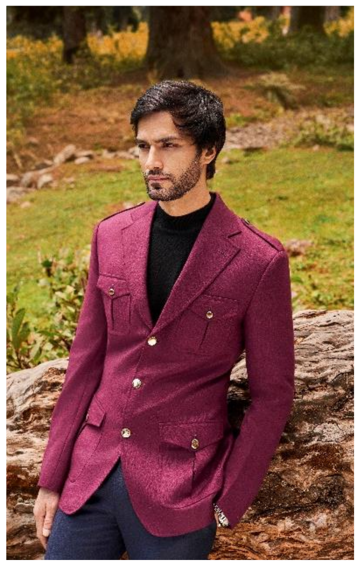
SUNIL KATARIA

(Managing Director)

Raymond

LIFESTYLE — 2.0

Vision



To be the leading **FASHION & LIFESTYLE** company with loved brands, fashion first approach and a delightful consumer experience to deliver superior stakeholder value.

Values

INNOVATION

- We have been crafting world-class product offerings over the years.
- We will invest behind product and process innovation to drive disruptive growth.

QUALITY

We are recognized for our high-quality product offerings and there will be no compromise on delivering consistent highest quality standards.

CONSUMER DELIGHT

Consumers delight is the heart of everything that we do and we strive to continuously excel in it through our products and service.

TRUST

- We are one of India's most trusted brands with near 100% awareness.
- We will continue to strengthen our stakeholder relationships built over 100 years.

CARE

- Our People are our biggest strength and we nurture and invest in our talent.
- We care for our planet and we will work towards this with responsibility and purpose.

Strong Resilient Brand since 1925

Ranked in the Top 10 list for 2024

Rank 1	TAJ	92.9
Rank 2	Amul The Taste of India	91.0
Rank 3	LIC भारतीय जीवन बीमा निगम LIFE INSURANCE CORPORATION OF INDIA	88.0
Rank 4	BRITANNIA	88.0
Rank 5	SBI	87.9
Rank 6	MARUTI SUZUKI	87.5
Rank 7	HDFC	86.2
Rank 8	airtel	85.6
Rank 9	VOLTAS	85.0
Rank 10	Raymond	84.6

WE ARE AMONGST INDIA’S STRONGEST BRANDS

Brand Finance India 100 2024 Report.

Strategic Approach

STRENGTHEN THE “CORE”

Branded Textile

ACCELERATE THE “GROWTH”

Branded Apparel & Garmenting

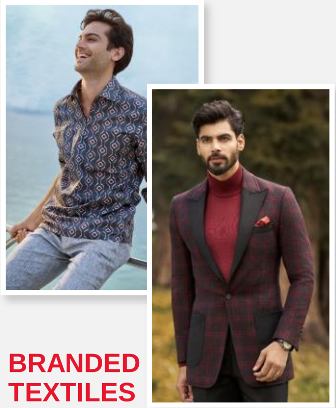
BUILD THE “NEW CATEGORIES”

- Ethnic Wear
- Inner Wear
- Sleep Wear

Key Portfolio

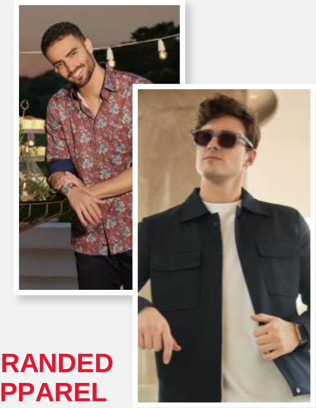
Lifestyle Segments / Brands

Raymond LIFESTYLE LIMITED



BRANDED TEXTILES

Leading B2C brand for Suiting and Shirting fabric. Commands largest market share in the worsted suiting fabric industry.

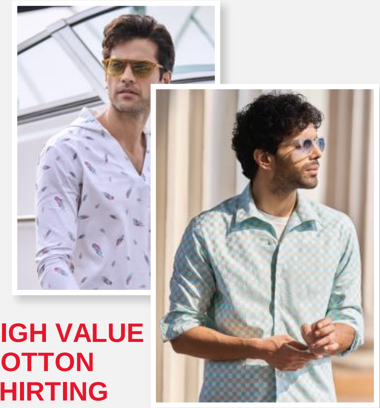


BRANDED APPAREL

Ready to wear brands like Park Avenue, ColorPlus, Parx, Raymond Ready to Wear (RTW), Ethnix distributed through all retail formats including Multi-brand outlets (MBOs), Large format stores (LFS) and The Raymond store (TRS).

GARMENTING

A white-labelled integrated manufacturer and exporter of high-value clothing products like suits, jackets, trousers, etc.



HIGH VALUE COTTON SHIRTING

B2B business – manufacturer of high value / finest shirting cotton fabrics. The product range includes premium cotton and linen shirting and bottom-weight fabrics.

Raymond FINE FABRICS | Raymond Made to Measure | PARK AVENUE | Raymond | ColorPlus | ethnix by Raymond | parx | SleepZ by Raymond | PARK AVENUE INNER WEAR

High Teen Margin Business

FY’2024

Particulars (₹ Cr.)	FY24
Total Income#	6,690
Opex	5,599
EBITDA	1,091
EBITDA Margin %	16%
Depreciation	246
Interest Expense	196
PBT before exceptions	649
PBT Margin %	10%
Exceptional items	9
Taxes	160
Net Profit	480

Gross Margin	EBITDA %
45.9%	**16.3%**

EBIT%	PAT %
12.6%	**7.2%**

 # Includes other income.

Leadership &
MANAGEMENT TEAM

Strong Governance

With High Pedigree Board Members

Raymond LIFESTYLE LIMITED

GAUTAM SINGHANIA
Executive Chairman

K NARASIMHA MURTHY
Independent Director
Ex Director NSE, ONGC, LIC & UTI

VINEET NAYAR
Independent Director
Ex CEO- HCL

ANISHA MOTWANI
Independent Director
Strategic Advisor World Bank

MAHENDRA V DOSHI
Independent Director
Chief Promoter & CMD LKP Finance

RAVINDRA DHARIWAL
Non-Executive Director
Cofounder Sagacito Technologies & Ex. Group CEO Bennett Coleman

DINESH LAL
Independent Director
Over 50 years of diverse industry experience

GIRISH C CHATURVEDI
Independent Director
Ex Chairman ICICI, NSE & PFRDA

RAJIV SHARMA
Independent Director*
Ex CEO Coats

SUNIL KATARIA
Managing Director

Led by Experienced Management Team

SUNIL KATARIA
Managing Director

SAMEER SHAH
Chief Financial Officer

RAVI HUDDA
CDO, Lifestyle & Group CIO

HIMANSHU KHANNA
Chief Marketing Officer

MLN PATNAIK
Chief HR Officer

Dr. SUBHASH NAIK
Chief Manufacturing Officer

ABHIJIT BHALERAO
Chief Information Officer

DEBDEEP SINHA
Chief Business Officer
(Apparel)

VIKRAM MAHALDAR
Chief Business Officer
(Suiting)

MANISH BHARATI
Chief Business Officer
(Garmenting)

ANUPAM DIKSHIT
Chief Business Officer
(Shirting)

VIPUL MATHUR
Chief Business Officer
(New Businesses)

BIDYUT BHANJDEO
Chief Business Officer
(Ethnix)

Raymond
ESG GOALS

Well Defined ESG Goals

Raymond
LIFESTYLE LIMITED

ENVIRONMENT (E)

20%
Reduction in scope 1 & 2 by 2030

20%
Renewable Energy Target by 2030

30%
Decrease in Waste to landfill by 2030

ZERO
Liquid Discharge (ZLD) by 2030

SOCIAL (S)

100%
Return to Work Rate

Single Digit
Employee Turnover Rate

ZERO
Fatalities since last 5 years

20%
Gender diversity target by 2030

GOVERNANCE (G)

100%
Independent Directors on all Committee

Raymond Lifestyle 2.0

Growth Drivers

Retail Expansion:
Adding 650+ Stores
in Next 3 years

New Growth Vectors:
Ethnic, Sleepwear
and Innerwear

Raymond
LIFESTYLE LIMITED
2.0

India's Largest
Wedding & Ceremonial
Attire Brand

Garmenting:
Capitalize on China+1,
Bangladesh+1 and FTA

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THANK YOU

REACH US @Raymond.IR@Raymond.in