

(Formerly known as Raymond Consumer Care Limited)



RLL/SE/25-26/08

May 12, 2025

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: RAYMONDLSL

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, 2025.

The meeting of the Board of Directors commenced at 11.30 a.m. and concluded at 04.00 p.m.

This information is also available on the website of the Company i.e. <u>raymondlifestyle.com</u>

Please take the above information on record.

Thanking you,

Yours faithfully, For **Raymond Lifestyle Limited**

Priti Alkari Company Secretary

Encl as above

















Q4 FY25 & FY25 RESULTS PRESENTATION

12th May, 2025



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Financial Performance

Segmental Performance

Raymond Lifestyle — 2.0

ESG Goals

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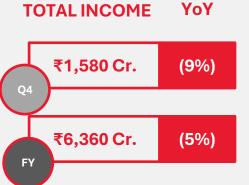
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Q4FY25 & FY25: Raymond Lifestyle Performance

















Continue to be Net Debt Free



Q4FY25 & FY25 Reflection

Market and 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





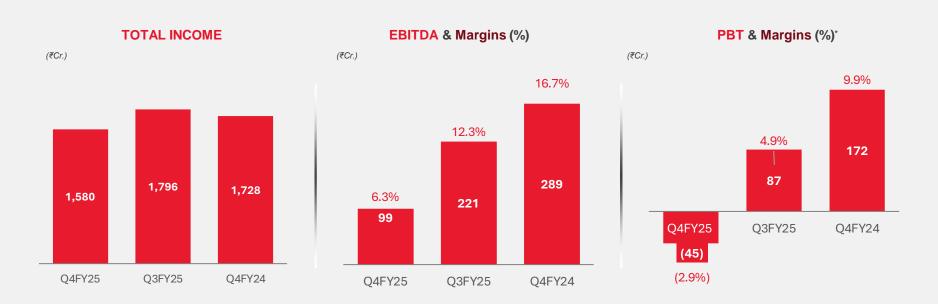
Weak consumer demand in both domestic as well as international market

Garmenting: New customer acquisition continues

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Q4'FY25 & FY25 Performance Highlights





- High inflation leading to weak consumer demand, lower sales, scale deleverage and impacting profitability
- Further exacerbated with a ransomware attack that disrupted operations during the quarter, leading to temporary system outages and supply chain delays, impacting sales and operations
- EBITDA lower on account of the above and upfront investments in retail store expansion and adverse sales mix

*Before Exceptional items

FY25 Performance Highlights - NWC





- NWC stood at 87 days in Mar-25 v/s 76 days in Mar-24.
- NWC sequential decrease was due to reduction in receivables and inventory



Q4'FY25 & FY25 Performance Highlights

Consolidated Performance



Particulars (₹ Cr.)	Q4FY25	Q3FY25	Q4FY24	YoY
Total Income	1,580	1,796	1,728	(9%)
Expenses	1,481	1,575	1,438	
EBITDA	99	221	289	(66%)
EBITDA Margin %	6.3%	12.3%	16.7%	
Depreciation	91	79	70	
Interest Expense	53	54	47	
PBT	(45)	87	172	
PBT margin %	(2.9%)	4.9%	9.9%	
Taxes	2	(23)	(42)	
Net Profit	(43)	65	129	
Exceptional Items	(2)	(0.4)	0.0	
Net Profit Post Exception	(45)	64	129	

FY25	FY24	YoY
6,360	6,690	(5%)
5,709	5,599	
651	1,091	(40%)
10.2%	16.3%	
321	246	
207	196	
122	649	(81%)
1.9%	9.7%	
(22)	(160)	
100	489	
(62)	(9)	
38	480	

Segment Performance

Quarterly



Post IndAS 116	то	TAL INCO	ME		EBITDA		EBITE	DA %
Particulars (₹ Cr.)	Q4 FY25	Q4 FY24	YoY	Q4 FY25	Q4 FY24	YoY	Q4 FY25	Q4 FY24
Branded Textile	727	920	(21%)	51	201	(75%)	7.0%	21.8%
Branded Apparel	391	409	(4%)	2	55	(97%)	0.4%	13.5%
Garmenting	248	250	(1%)	(7)	30	(124%)	(2.9%)	12.0%
High Value Cotton Shirting *	185	213	(13%)	61	24	155%	33.1%	11.3%
Others [#]	29	(63)		(7)	(21)	(67%)		
Raymond Lifestyle Consolidated	1,580	1,728	(9%)	99	289	(66%)	6.3%	16.7%

^{*} EBITDA includes one time subsidy of ~ ₹ 53 Cr in Q4FY25

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

Segment Performance

Full Year



Post IndAS 116	то	TAL INCO	ME		EBITDA		EBITE	DA %
Particulars (₹ Cr.)	FY25	FY24	YoY	FY25	FY24	YoY	FY25	FY24
Branded Textile	3,002	3,450	(13%)	420	721	(42%)	14.0%	20.9%
Branded Apparel	1,593	1,587	0%	118	189	(38%)	7.4%	11.9%
Garmenting	1,068	1,035	3%	50	104	(52%)	4.7%	10.1%
High Value Cotton Shirting *	800	830	(4%)	114	94	21%	14.3%	11.3%
Others [#]	(103)	(212)		(51)	(17)			
Raymond Lifestyle Consolidated	6,360	6,690	(5%)	651	1,091	(40%)	10.2%	16.3%

^{*} EBITDA includes one time subsidy of ~ ₹53 Cr in Q4FY25

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











BRANDED TEXTILE

Branded Textiles





Particulars (₹ Cr.)	Q4 FY25	Q4 FY24	YoY
Revenue	727	920	(21%)
EBITDA	51	201	(75%)
EBITDA margin	7.0%	21.8%	

FY25	FY24	YoY
3,002	3,450	(13%)
420	721	(42%)
14.0%	20.9%	



REVENUES

Impacted by the weak consumer demand & ransomware attack



EBITDA

Lower on account of scale deleverage









BRANDED APPAREL

Branded Apparel





Particulars (₹ Cr.)	Q4 FY25	Q4 FY24	YoY
Revenue	391	409	(4%)
EBITDA	2	55	(97%)
EBITDA margin	0.4%	13.5%	

FY25	FY24	YoY
1,593	1,587	0%
118	189	(38%)
7.4%	11.9%	



REVENUE

Muted revenue partly impacted by weak consumer demand



EBITDA

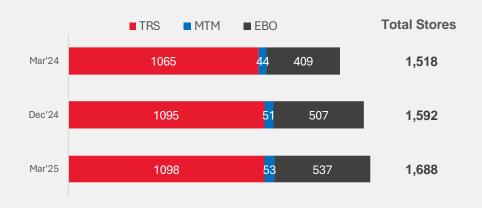
Impacted on account of upfront investments in retail store expansion and adverse channel mix

Exclusive Retail Network

Continuing expansion of retail footprint







Opened 170 stores during the year with 1,688 stores as on 31st Mar 2025.

Exclusive Outlets & Brands





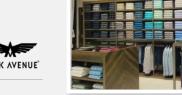






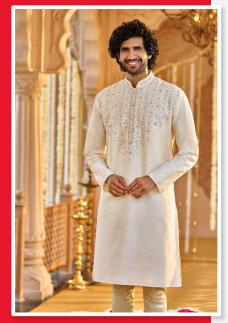




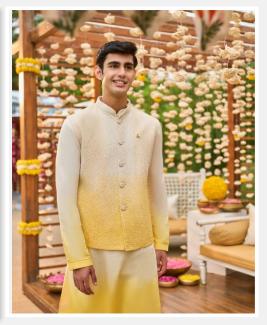














Our Ethnix Portfolio



WEDDING COLLECTION

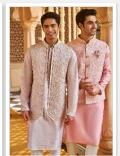






FESTIVE COLLECTION



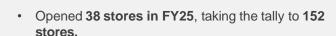


SMART ETHINIX











'Build' The New Category: Sleepwear







'Build' The New Category: Innerwear







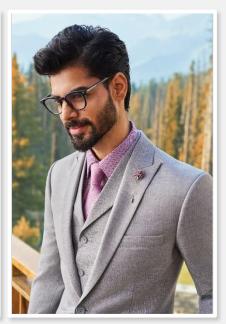












GARMENTING

Garmenting





Particulars (₹ Cr.)	Q4 FY25	Q4 FY24	YoY
Revenue	248	250	(1%)
EBITDA	(7)	30	(124%)
EBITDA margin	(2.9%)	12.0%	

FY25	FY24	YoY
1,068	1,035	3%
50	104	(52%)
4.7%	10.1%	



REVENUE

Impacted by cautious approach taken by customers ahead of US Tariffs Announcements



EBITDA

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









HIGH VALUE COTTON SHIRTING

High Value Cotton Shirting





Particulars (₹ Cr.)	Q4 FY25	Q4 FY24	YoY
Revenue	185	213	(13%)
EBITDA	61	24	155%
EBITDA margin	33.1%	11.3%	

FY25	FY24	YoY
800	830	(4%)
114	94	21%
14.3%	11.3%	



REVENUE

Lower on account of weak consumer demand.



EBITDA

Includes one time subsidy impact of ~ ₹ 53 Cr



Q4'FY25 & FY25 **PERFORMANCE**

"Our performance this year was under pressure, primarily due to weak consumer demand and challenging macroeconomic conditions. Despite these headwinds, we remain committed to our retail expansion strategy, resulting in the opening of 170 new stores reaching a total of 1,688 stores including 152 stores in 'Ethnix by Raymond' during the year. We continue to focus on our strategy to build a long-term sustainable and profitable business. Furthermore, the signing of the India-UK Free Trade Agreement arrives at a crucial juncture for India. Such agreements are vital for integrating India more deeply into resilient global value chains, strengthening our position as a trusted manufacturing and export partner on the world stage."



(Executive Chairman)



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

100 years.



INNOVATION

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



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.

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





WE ARE AMONGST INDIA'S STRONGEST BRANDS

Brand Finance India 100 2024 Report.

Strategic Approach





Key Portfolio

Lifestyle Segments / Brands





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



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).



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



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





















Strong Governance

With High Pedigree Board Members







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



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

Led by Experienced Management Team





VIKRAM MAHALDAR
Chief Business Officer
(Suiting)



ANUPAM DIKSHIT
Chief Business Officer
(Shirting)



NEERAJ NAGPAL Chief Business Officer (Apparel, MTM & TRS)



MANISH BHARATI
Chief Business Officer
(Garmenting & IB)



VIPUL MATHUR
Chief Business Officer
(Home & Ethnix)



DEBDEEP SINHA Chief Business Officer (Sleepz & IW)



SAMEER SHAHChief Financial Officer



MLN PATNAIK
Chief HROfficer



RAVI HUDDA CDO, Lifestyle & Group CIO



HIMANSHU KHANNA Chief Marketing Officer



Dr. SUBHASH NAIKChief Manufacturing Officer



ABHIJIT BHALERAO
Chief Information Officer



Well Defined ESG Goals



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



ZEROFatalities since last 5 years



20%Gender diversity target by 2030

GOVERNANCE (G)



100%
Independent Directors on all Committee

Raymond Lifestyle 2.0

Growth Drivers





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