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Press Release
For Immediate Dissemination

RAYMOND LIMITED – FINANCIAL RESULTS MARCH QUARTER (Q4) AND YEAR ENDED FY 18-19

Strong profitable revenue growth of 11% for the year

EBITDA grew by 29% with margin improvement by 140 bps for the year

Underlying Profit for the year at Rs 171 Crs, up by 48% over previous year

Key highlights of the quarter

- Consolidated Revenue for quarter up by 11% y-o-y at Rs. 1,837 Crores
- Consolidated EBITDA for quarter up by 11% y-o-y to Rs. 195 Crores, margin stable at 10.6%
- Reported Net Profit up by 27% at Rs 68 Crores vs. Rs. 53 Crores last year

Mumbai, April 30, 2019: Raymond Limited today announced its audited financial results for the year ended March 31, 2019

A snapshot of the financial results:

		Consolidated Results Snapshot				
Rs in Crores	Q4 FY19	Q4 FY18	Y-o-Y %	FY19	FY18	Y-o-Y %
Net Revenue	1,837	1,655	11%	6,708	6,025	11%*
EBITDA	195	176	11%	702	546	29%
EBITDA %	*10.6%*	*10.6%*	*0 bps*	*10.5%*	*9.1%*	*140 bps*
PBT (before exceptions)	94	76	24%	273	192	42%
PBT %	*5.1%*	*4.6%*	*53 bps*	*4.1%*	*3.2%*	*88 bps*
Underlying Net Profit (before exceptions)	68	53	28%	171	115	48%
Exceptional Item (net of tax)	(0.6)	0		(3)	19	
Reported Net Profit	68	53	27%	168	135	25%

**Lower revenue recognition by ~1%, due to revenue booking "net of excise" post GST as against gross earlier*

Commenting on the results, Mr. Gautam Hari Singhania, Chairman & Managing Director, Raymond Limited said, "We are delighted to report the continued strong profitable growth in FY19 as the organization is challenging itself to achieve larger goals that we have set through our vision of Raymond Reimagined. In the process of capturing the untapped potential in semi-urban and rural areas, we achieved yet another milestone by opening 280+ Raymond stores in FY19. I am happy to state that our Amravati plant has stabilized with optimal utilization and is contributing positively to the overall margins. The engineering business has maintained its profitable growth momentum. In line with our asset monetization strategy, the maiden real estate venture has received a good response with 400+ bookings even before the public launch in Phase 1. Building capabilities and creating tech enabled platforms has been the key highlight as we continue with our growth momentum having tomorrow on our mind".

Quarterly Highlights

Branded Textile Segment sales at Rs. 832 Crores, higher by 4% over previous year led by 3% growth in the suiting business and 9% growth in the shirting business. Revenue driven by volume growth mainly in The Raymond Shop (TRS) and MBO channels led by retail demand. Like to Like EBITDA margins (excluding common cost allocation) (LTL EBITDA margins) @ 16.7% as compared to 19.5% mainly due to higher advertisement & sales promotion spends and channel stock correction in shirting business.

Branded Apparel Segment sales at Rs. 489 Crores, up by 21% over previous year. The growth was driven by strong performance in MBO channel & well supported by EBO and LFS channels. Strong double digit growth across all brands with 20%+ growth in RRTW and Parx supported by new customer segments. LTL EBITDA Margins improved to 7.0% compared to 3.7%, mainly due to better sales channel mix and operational efficiencies.

Retail Stores count as on Mar 31, 2019 stood at 1,444 across all formats covering about 2.4 million square feet of retail space. In-line with stated asset light network expansion strategy, we opened 275 stores on franchisee model during the year.

Garmenting Segment sales at Rs. 212 Crores, higher by 5% over previous year led by exports growth in US. LTL EBITDA margins lower at 4.3% vs. 6.9% in previous year mainly due to lower utilisation of Ethiopia plant capacity and initial cost of B2B Made-to-Measure services in US.

High Value Cotton Shirting Segment sales at Rs. 156 Crores, grew by 7% mainly on account of yarn sales from Amravati plant. LTL EBITDA margins improved to 13.8% as compared to 9.1% in the previous year mainly due to better product mix and increased efficiency on account of stabilization of Amravati operations.

Tools and Hardware Segment sales at Rs. 102 Crores, up by 14% over previous year, mainly driven by better performance in export markets. EBITDA margin was lower at 8.2% as compared to 9.8% in the previous year mainly due to increase in raw material cost and lower sales from high margin domestic business. The overall turnaround strategy of building operational efficiency and product rationalization has resulted in improved performance for the year.

Auto Components Segment sales at Rs. 68 Crores, higher by 10% over previous year, driven by ramp up of volume from existing customers and supported by new customers & products. LTL EBITDA margin higher at 22.3% vs. 15.1% in the previous year mainly due to exchange rate gains and favourable product mix. Overall, the business is maintaining its profitable sales growth momentum.

Update on Real Estate: The Real Estate project has received good response from the customers. To-date we have had more than 400 bookings in the first 3 towers launched with a total inventory of ~ 850 units. We expect to maintain a good sales velocity in the coming quarters.

About Raymond

Raymond offers end-to-end solutions for fabrics and garmenting. It has some of the leading brands in its portfolio including Raymond, Park Avenue, Raymond Ready to Wear, Parx, and Color Plus amongst others. Raymond has one of the largest exclusive retail network in the textile and fashion space in India. As a part of the diversified Group, it also has business interests in men's accessories, personal grooming & toiletries, prophylactics, files & tools and auto components.

Visit us today at www.raymond.in to witness how we cater to the needs of '**The Complete Man**'.

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