



# RESULTS PRESENTATION

QUARTER ENDED DECEMBER 31, 2017

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## Market Overview

# Market Overview

## Apparel/Textile

- Overall, October slow due to shift in festive season to Q2, however, pickup observed in Nov led by wedding season and onset of EOSS in Dec
- Favorable base effect of de-monetisation driving high sales growth specially in Tier 2, 3 and beyond



## Retail

- Quarter was impacted by an early onset of the festive season in Q2FY18
- October muted, pick-up in sales in November owing to the wedding season
- A dip in demand in early December was offset by an advancement of EOSS on long Christmas weekend



## Auto

- Revenue growth of automobile sector driven by strong rural demand, higher realizations and low base of demonetization
- Medium & heavy commercial (M&HCV) volumes led by replacement demand in favour of higher tonnage and easy availability of finance



## FMCG

- Volume growth supported by improved rural demand with normal monsoons, improving wage rates and low base
- Improved affordability after price reduction post GST rate change
- Post re-stocking in Q2FY18-end, trade inventory largely normalized, direct distribution channels to outperform wholesale and CSD channel





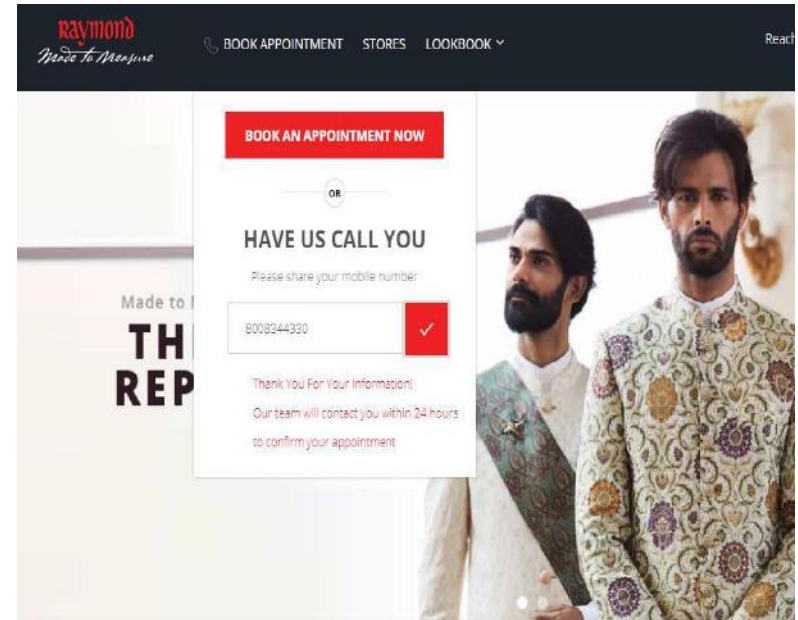
## Business Update

## Amravati Plant Inaugurated



Capacity 1,200 tons of Linen yarns and 4.8 million meters of Linen and blended fabrics per annum

## Launch of MTM Concierge website



- Launched across all MTM store locations
- Offering full wardrobe solution offered in MTM shops



# Awards

## 5 Awards at Marketing : Global Excellence Awards



- Brand leadership in Development Communication - **Raymond World Tailor's day campaign**
- Excellence in Retail Marketing - **The Raymond Shop, Local Store Marketing**
- Marketing Campaign of the year -**Raymond TechoStretch Campaign**
- Best Social Media Integration -**Raymond Supima Campaign**
- Best use of digital media in marketing - **Raymond Whites**

## Felicitation for Raymond Whites Campaign



Digital Partner Agency Iprospect won 2 awards for Raymond Whites campaign

## Felicitated by Apparel Export Promotion Council



Silver Spark Apparel Ltd awarded for:

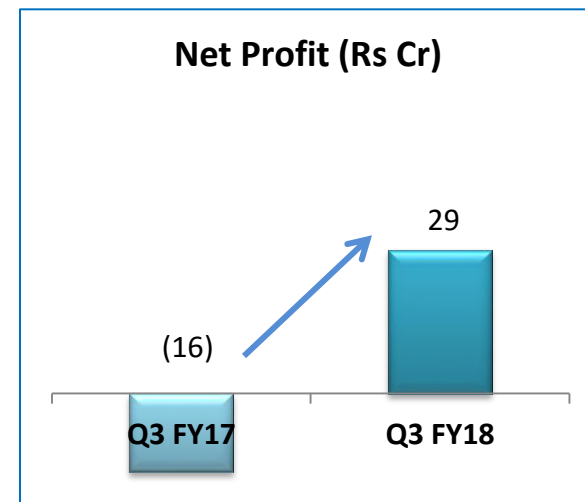
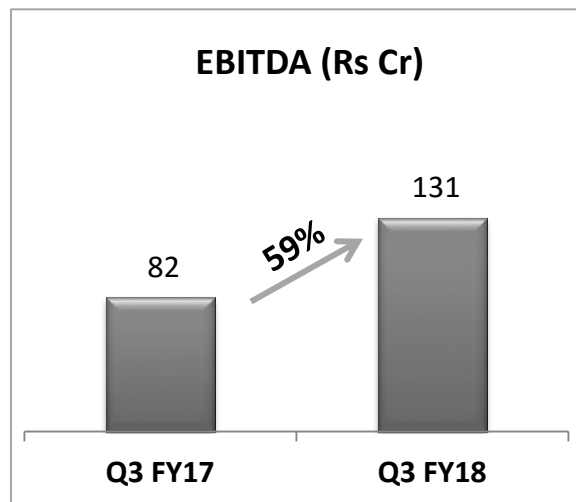
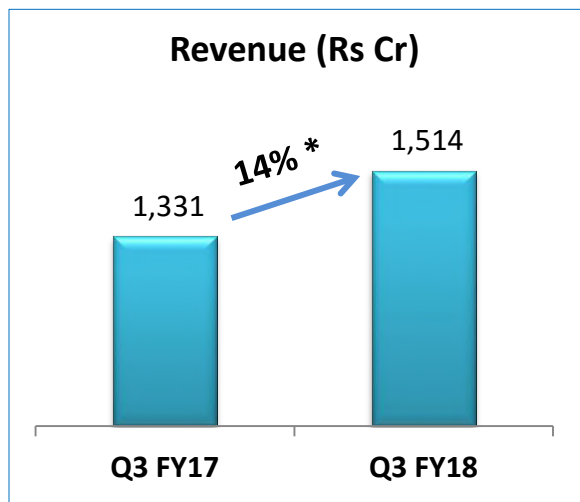
- Highest Global Exports FY17
- Highest Exports in Woollen Garments





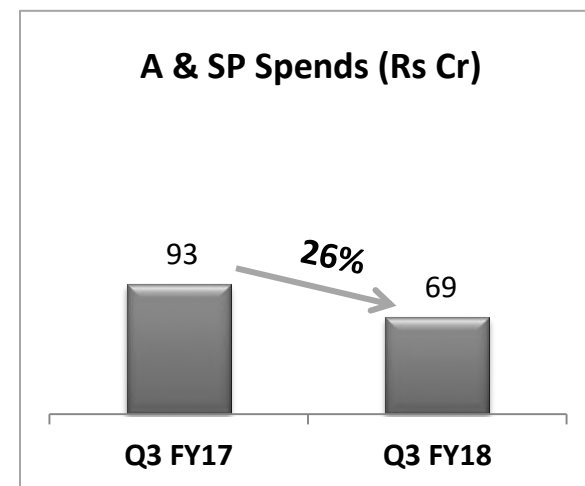
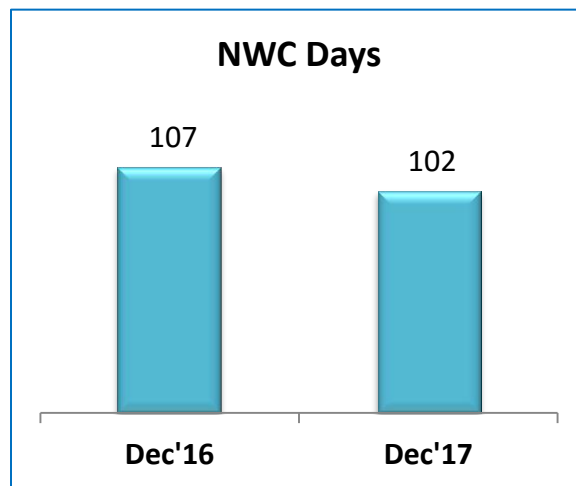
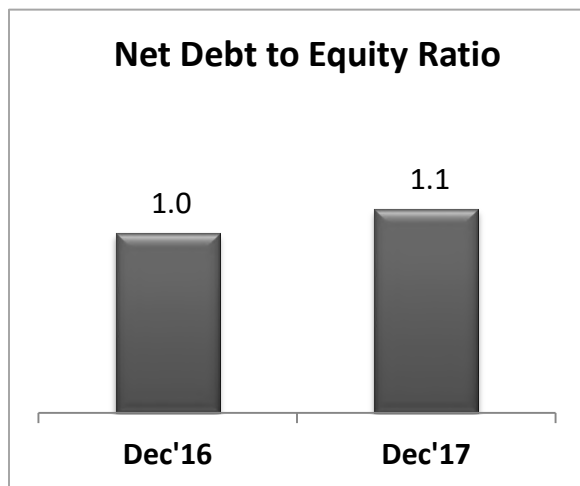
## Highlights

# Consolidated Financial Highlights



\* Revenue growth of 18% on a like to like basis excluding GST impact

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

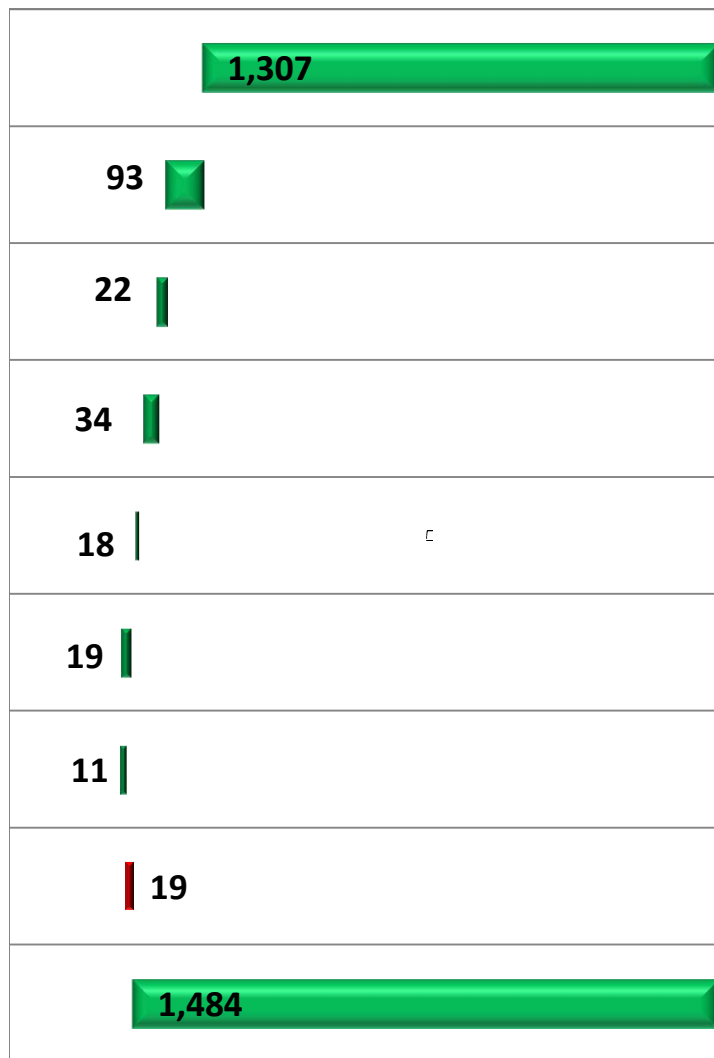


# Consolidated Results

INR Crore	Q3 FY18	Q3 FY17	Change	9m FY18	9m FY17	Change
<b>Net Revenue*</b>	<b>1,514</b>	<b>1,331</b>	<b>14%</b>	<b>4,370</b>	<b>4,004</b>	<b>9%</b>
<b>Net Sales</b>	<b>1,484</b>	<b>1,307</b>	<b>14%</b>	<b>4,277</b>	<b>3,918</b>	<b>9%</b>
<b>EBITDA</b>	<b>131</b>	<b>82</b>	<b>59%</b>	<b>370</b>	<b>278</b>	<b>33%</b>
<i>EBITDA margin</i>	<i>8.6%</i>	<i>6.2%</i>		<i>8.5%</i>	<i>6.9%</i>	
<b>PBT before excp</b>	<b>42</b>	<b>(2)</b>	<b>NA</b>	<b>116</b>	<b>33</b>	<b>248%</b>
<i>PBT margin</i>	<i>2.8%</i>	<i>(0.1%)</i>		<i>2.7%</i>	<i>0.8%</i>	
<b>Exceptional cost</b>	<b>-</b>	<b>(4)</b>	<b>NA</b>	<b>21</b>	<b>(9)</b>	<b>NA</b>
<b>Net Profit</b>	<b>29</b>	<b>(16)</b>	<b>NA</b>	<b>82</b>	<b>(7)</b>	<b>NA</b>
<i>Profit margin</i>	<i>1.9%</i>	<i>(1.2%)</i>		<i>1.9%</i>	<i>(0.2%)</i>	

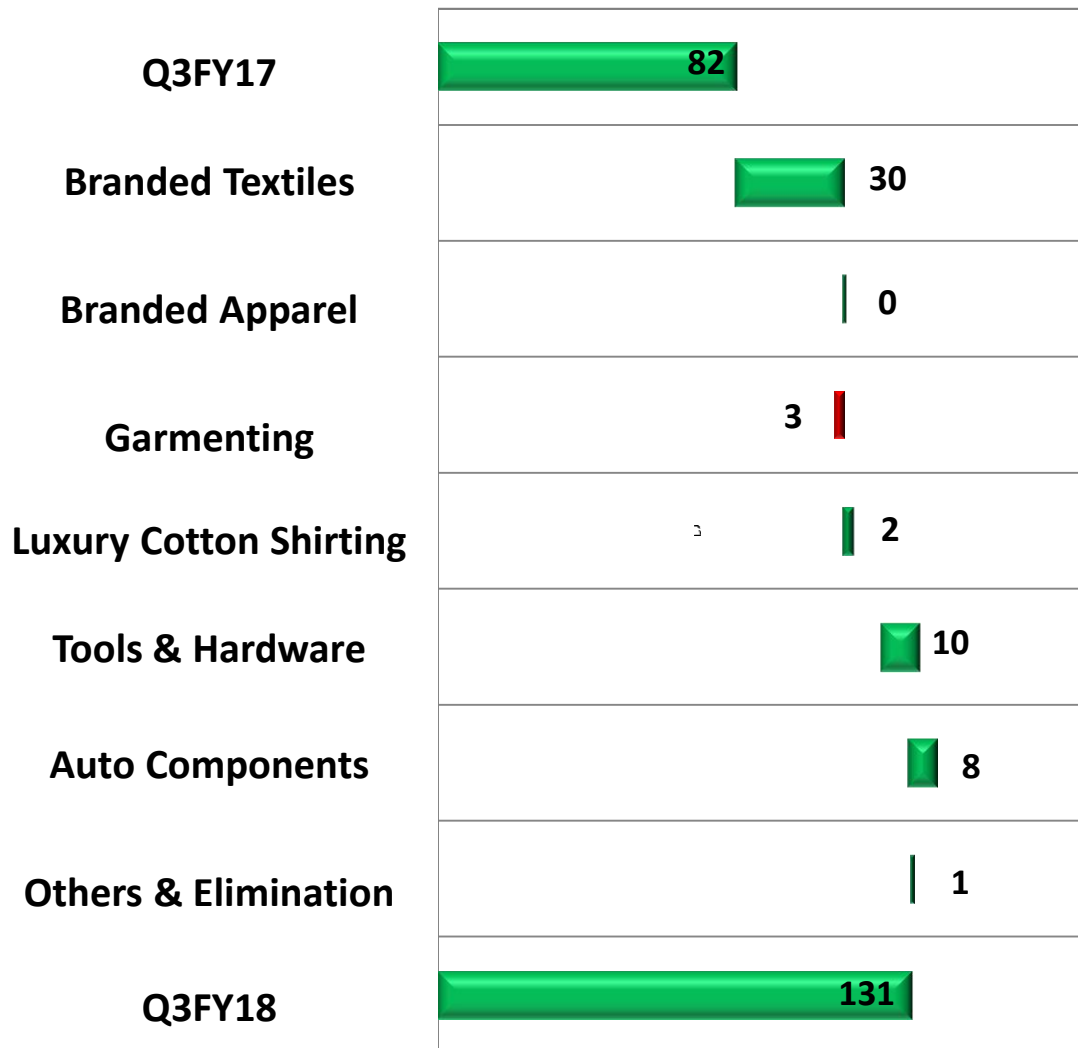
\* On a like to like basis excluding GST impact, revenue growth of 18% in Q3 FY18 and 12% in 9m FY18

## Q3 SALES BRIDGE (Rs. Cr)



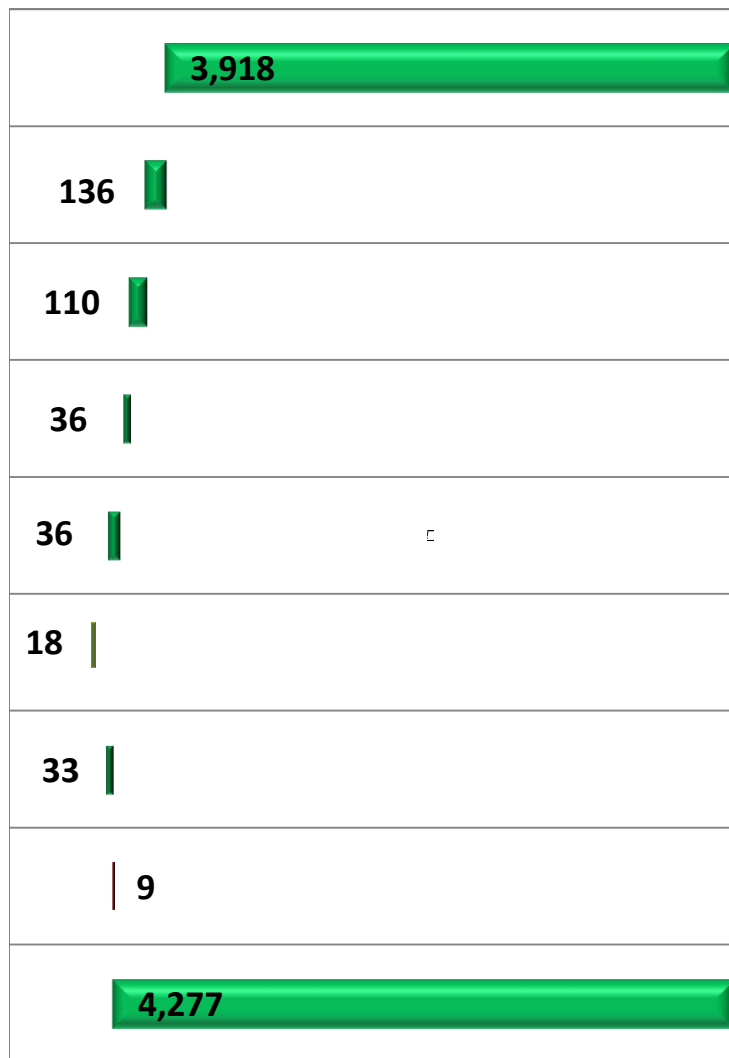
*Rs 177 cr*

## Q3 EBITDA BRIDGE (Rs. Cr)



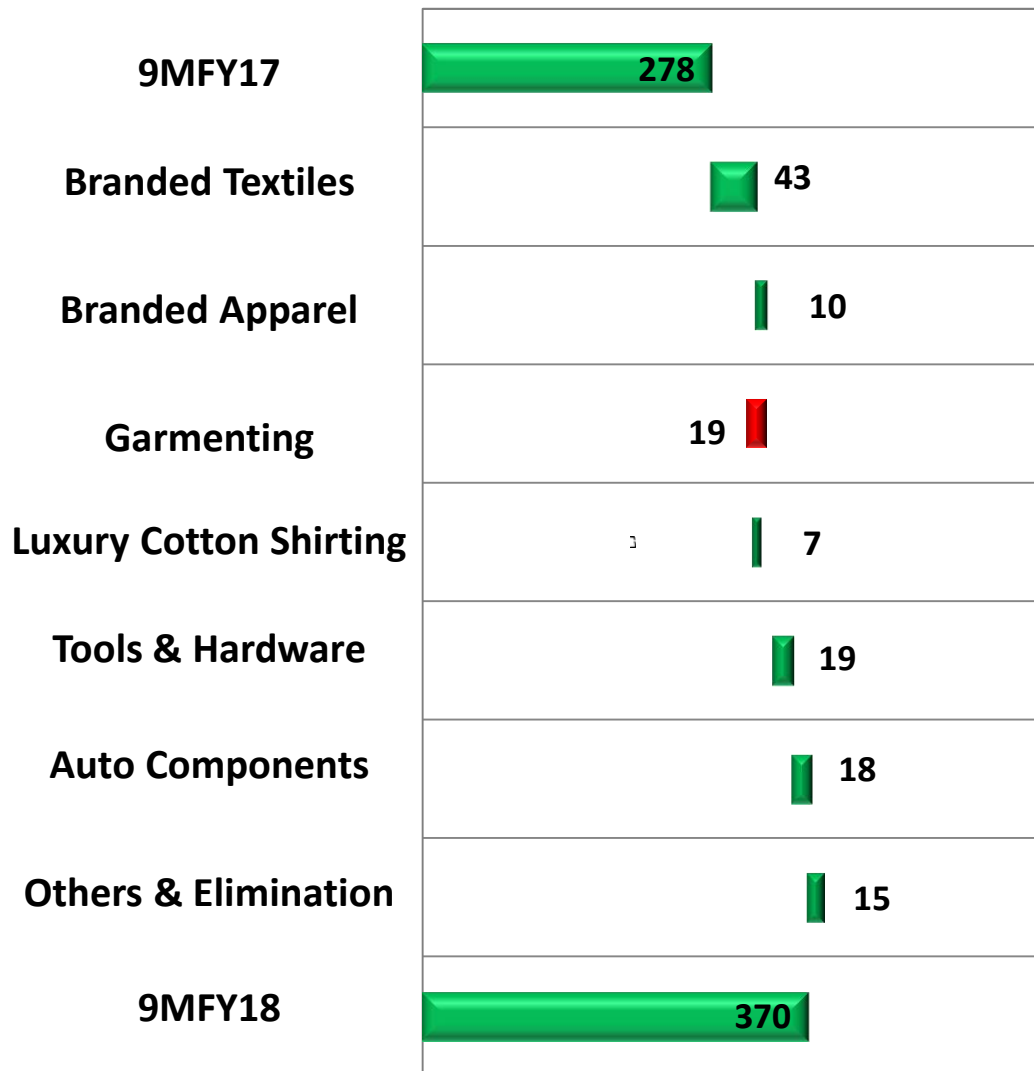
*Rs 49 cr*

## 9M SALES BRIDGE (Rs. Cr)



*Rs 359 cr*

## 9M EBITDA BRIDGE (Rs. Cr)



*Rs 93 cr*



## Business-wise Details



BRANDED TEXTILES

Raymond

FINE FABRICS

SINCE 1925



# Branded Textiles

INR Crore	Q3 FY18	Q3 FY17	Change	9m FY18	9m FY17	Change
<b>Net Sales</b>	<b>768</b>	<b>675</b>	<b>14%</b>	<b>2,113</b>	<b>1,977</b>	<b>7%</b>
<i>Like to Like Growth</i>			<b>18%</b>			<b>10%</b>
<b>EBITDA</b>	<b>118</b>	<b>88</b>	<b>34%</b>	<b>301</b>	<b>258</b>	<b>17%</b>
<i>EBITDA margin</i>	<b>15.3%</b>	<b>13.0%</b>		<b>14.3%</b>	<b>13.1%</b>	

- Increase in sales on like to like basis by 18%
  - ✓ Suiting and Shirting business grew by 16% and 28% respectively
  - ✓ Driven by wedding season and recovery in wholesale channel post GST stabilisation
- EBITDA margin improved by 2.3% largely on account of strong sales growth and reduction in discretionary expenses





*BRANDED APPREL*



# Branded Apparel

INR Crore	Q3 FY18	Q3 FY17	Change	9m FY18	9m FY17	Change
<b>Net Sales</b>	<b>332</b>	<b>310</b>	<b>7%</b>	<b>1,021</b>	<b>911</b>	<b>12%</b>
<i>Like to Like Growth</i>			<b>16%</b>			<b>19%</b>
<b>EBITDA</b>	<b>1</b>	<b>0.4</b>	<b>76%</b>	<b>8</b>	<b>(2)</b>	<b>NA</b>
<i>EBITDA margin</i>	<i>0.2%</i>	<i>0.1%</i>		<i>0.8%</i>	<i>(0.2%)</i>	

- Growth led by the consumer demand during the wedding season and early onset of EOSS
- EBITDA for the quarter positive at Rs. 1 cr, mainly impacted on account of down trading and heavy discounting due to early EOSS across industry
- Strong growth across all the brands –

Brand	Raymond RTW	Park Avenue	ColorPlus	Parx
<b>Like to Like Growth (YTD)</b>	25%	6%	9%	33%



PARK AVENUE

ColorPlus

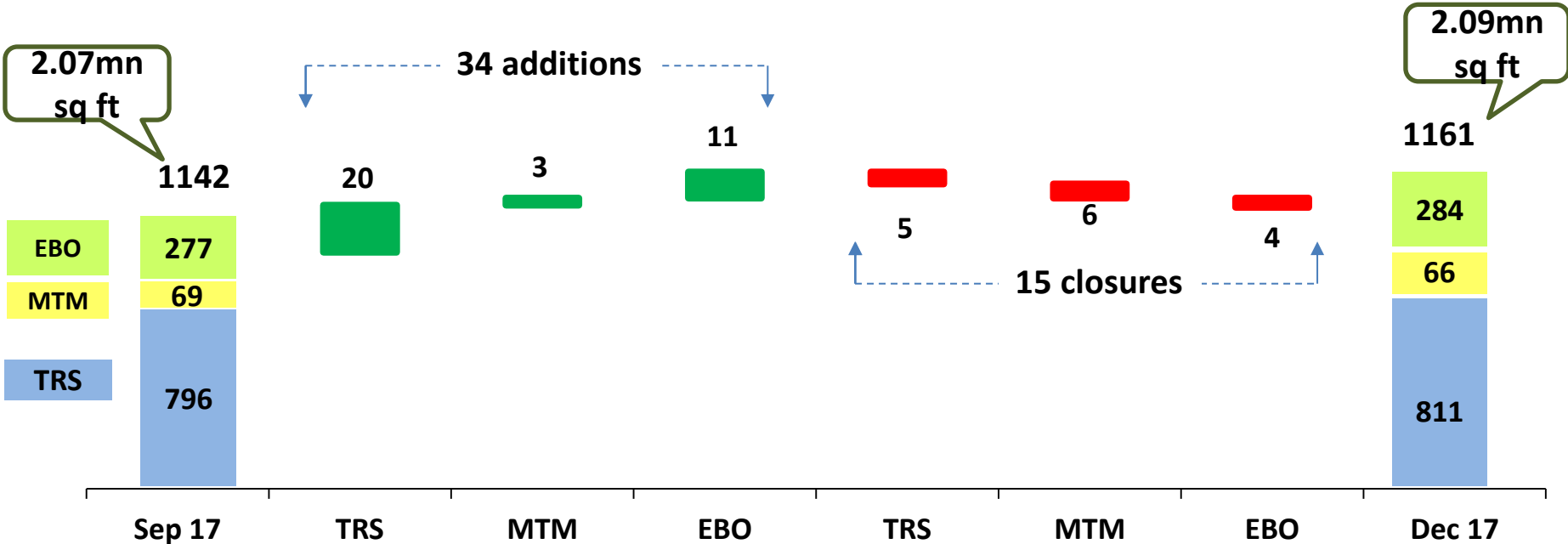




RETAIL



# Exclusive Retail Network



- During the quarter
  - Added 34 new stores (including 17 mini-TRS) and closed 15 stores
  - Of the new stores added, ~70% are franchised
  - Completed 8 stores renovation, currently 33 stores under renovation
- Blended sales growth across our retail formats was 6% y-o-y

#MTM includes 35 converged stores (32 as at Sept'17)



GARMENTING



# Garmenting

INR Crore	Q3 FY18	Q3 FY17	Change	9m FY18	9m FY17	Change
<b>Net Sales</b>	<b>162</b>	<b>129</b>	<b>26%</b>	<b>490</b>	<b>455</b>	<b>8%</b>
<i>Like to Like Growth</i>			<i>NA</i>			<i>NA</i>
<b>EBITDA</b>	<b>7</b>	<b>9</b>	<b>(30%)</b>	<b>22</b>	<b>41</b>	<b>(46%)</b>
<i>EBITDA margin</i>	<i>4.1%</i>	<i>7.4%</i>		<i>4.5%</i>	<i>9.0%</i>	

- Sales growth of 26% led by exports growth in North America
- EBITDA margins reduced on account of lower realization in exports due to rupee appreciation and initial start-up cost of Ethiopian operations



*HIGH VALUE  
COTTON SHIRTING*



# High Value Cotton Shirting

INR Crore	Q3 FY18	Q3 FY17	Change	9m FY18	9m FY17	Change
<b>Net Sales</b>	<b>149</b>	<b>131</b>	<b>14%</b>	<b>430</b>	<b>394</b>	<b>9%</b>
<i>Like to Like Growth</i>			<b>16%</b>			<b>11%</b>
<b>EBITDA</b>	<b>16</b>	<b>13</b>	<b>18%</b>	<b>46</b>	<b>39</b>	<b>17%</b>
<i>EBITDA margin</i>	<b>10.7%</b>	<b>10.3%</b>		<b>10.6%</b>	<b>9.9%</b>	

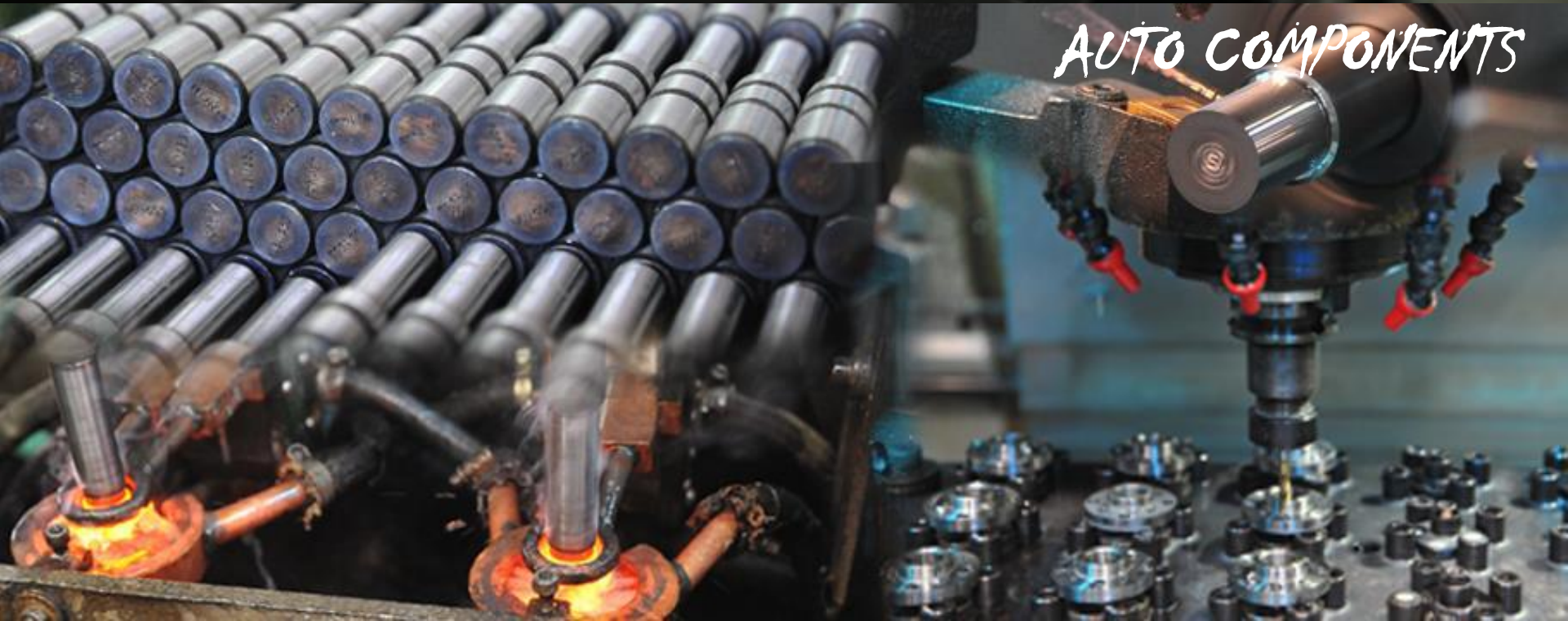
*The results shown above are for 100% operations and include minority interest*

- Sales growth on account of better offtake by the customers
- Improvement in EBITDA margin on account of reduction in raw material prices and better product mix



ENGINEERING

TOOLS & HARDWARE



AUTO COMPONENTS

# Tools & Hardware

INR Crore	Q3 FY18	Q3 FY17	Change	9m FY18	9m FY17	Change
<b>Net Sales</b>	<b>98</b>	<b>79</b>	<b>24%</b>	<b>275</b>	<b>258</b>	<b>7%</b>
<i>Like to Like Growth</i>			<b>34%</b>			<b>12%</b>
<b>EBITDA</b>	<b>10</b>	<b>(1)</b>	<b>NA</b>	<b>24</b>	<b>5</b>	<b>388%</b>
<i>EBITDA margin</i>	<i>10.1%</i>	<i>(0.7%)</i>		<i>8.7%</i>	<i>1.9%</i>	

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

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





# Auto Components

INR Crore	Q3 FY18	Q3 FY17	Change	9m FY18	9m FY17	Change
<b>Net Sales</b>	<b>49</b>	<b>38</b>	<b>29%</b>	<b>156</b>	<b>123</b>	<b>26%</b>
<i>Like to Like Growth</i>			<b>33%</b>			<b>30%</b>
<b>EBITDA</b>	<b>12</b>	<b>4</b>	<b>174%</b>	<b>36</b>	<b>18</b>	<b>104%</b>
<i>EBITDA margin</i>	<i>24.4%</i>	<i>11.5%</i>		<i>23.1%</i>	<i>14.3%</i>	

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

- High growth driven by increased demand from passenger and commercial vehicle segments & non-auto segment
- EBITDA margin improvement on account of higher realization from exports and non-auto segment
- Overall, the business is maintaining its profitable sales growth momentum



## Way Forward

# Way Forward

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- ❑ Post GST stabilisation, trade channels are expected to come back to normalcy and be on growth phase with the restarting of wedding season from mid- January
- ❑ At the retail sector level, the consumer sentiments were relatively low in the beginning of January however, it has gradually picked up in the continuation of EOSS period
- ❑ Guidance for full year FY18 given in Annual Investors' Meet - July'17 remains intact
- ❑ In Q4, we expect high single digit revenue growth over Previous Year on a like to like basis and better performance on EBITDA margins on a Q-o-Q basis
- ❑ In line with the asset light network expansion strategy, majority of new stores will be based on franchise model

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**Annexure – Published Results**

# Walker Chandniok & Co LLP

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## **Independent Auditor's Review Report on Consolidated Quarterly Financial Results and Year to Date Results of the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

### **To the Board of Directors of Raymond Limited**

1. We have reviewed the accompanying statement of unaudited consolidated financial results (the 'Statement') of **Raymond Limited** (the 'Company') and its subsidiaries (the Company and its subsidiaries together referred to as the 'Group'), its associates and jointly controlled entities (Refer Annexure 1 for the list of subsidiaries, associates and jointly controlled entities included in the Statement) for the quarter ended 31 December 2017 and the consolidated year to date results for the period 1 April 2017 to 31 December 2017, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures, applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above and upon consideration of the review reports of the other auditors, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with applicable Indian Accounting Standards specified under Section 133 of the Companies Act, 2013 and SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, and other recognised accounting practices and policies, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.



4. We did not review the financial results of nine subsidiaries included in the Statement whose financial results/consolidated financial results (before eliminating inter Company transactions) reflect total revenues of ₹ 74,366 lakhs and ₹ 224,014 lakhs for the quarter and period ended 31 December 2017 respectively and net profit (including other comprehensive income) of ₹ 1,777 lakhs and ₹ 3,956 lakhs for the quarter and period ended 31 December 2017 respectively. These financial results have been reviewed by other auditors whose review reports have been furnished to us by the management and our report in respect thereof is based solely on the review reports of such other auditors. Our review report is not modified in respect of this matter.
5. We did not review the financial results of two entities, included in the Statement, whose financial results (before eliminating inter Company transactions) reflect total revenues of ₹779 lakhs and ₹934 lakhs for the quarter and period ended 31 December 2017 respectively, net loss (including other comprehensive income) of ₹439 lakhs and ₹772 lakhs for the quarter and period ended 31 December 2017 respectively. The Statement also includes the Group's share of net profit (including other comprehensive income) of ₹ 7,511 lakhs (before eliminating inter Company transactions ₹7,256 lakhs) for the period ended 31 December 2017, as considered in the Statement, in respect of two associates, whose financial results have not been reviewed by us. These financial results are not reviewed and have been furnished to us by the management and our review report on consolidated financial results, in so far as it relates to the amounts and disclosures included in respect of those entities and associates, is based solely on such un-reviewed financial results. In our opinion and according to the information and explanations given to us by the management, these financial results are not material to the Group. Our review report is not modified in respect of this matter.
6. The review of unaudited consolidated financial results for the quarter and period ended 31 December 2016 respectively, and audited consolidated financial results for the year ended 31 March 2017 included in the Statement, was carried out and reported by Dalal & Shah LLP, vide their unmodified review and audit report dated 25 January 2017 and 28 April 2017 respectively, whose reports have been furnished to us by the management and which have been relied upon by us for the purpose of our review of the Statement. Our review report is not modified in respect of this matter.



For Walker Chandiook & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013



per **Adi R. Sethna**

Partner

Membership No. 108840

Place : Mumbai

Date : 24 January 2018

## Annexure 1

### List of entities included in the Statement

- Raymond Apparel Limited
- Colorplus Fashions Limited
- Pashmina Holdings Limited
- Everblue Apparel Limited
- JK Files (India) Limited
- JK Talabot Limited
- Silver Spark Apparel Limited
- Dress Master Apparel Private Limited
- Silver Spark Apparel Ethiopia PLC
- Silverspark Middle East FZE
- Celebrations Apparel Limited
- Scissors Engineering Products Limited
- Ring Plus Aqua Limited
- R&A Logistics Inc.
- Raymond (Europe) Limited
- Jaykayorg AG
- Raymond Woollen Outerwear Limited
- Raymond Luxury Cottons Limited
- Raymond Lifestyle International DMCC
- P.T. Jaykay Files Indonesia
- J.K. Investo Trade (India) Limited
- J.K. Helene Curtis Limited
- J.K. Helene Curtis International FZE
- J.K. Ansell Private Limited
- Radha Krshna Films Limited
- Raymond UCO Denim Private Limited
- UCO Fabrics Inc.
- UCO Testatura S.r.l.
- UCO Raymond Denim Holding NV





(₹ in lakhs, unless otherwise stated)

Sr. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31.12.2017	30.09.2017	31.12.2016	31.12.2017	31.12.2016	31.03.2017
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1</b>	<b>Income</b>						
	a) Revenue from operations	148424	159545	130687	427657	391772	539132
	b) Other income	2931	2094	2384	9322	8579	11794
	<b>Total Income</b>	<b>151355</b>	<b>161639</b>	<b>133071</b>	<b>436979</b>	<b>400351</b>	<b>550926</b>
<b>2</b>	<b>Expenses</b>						
	a) Cost of materials consumed	30401	33210	23728	92615	83196	111228
	b) Purchases of stock-in-trade	43369	45168	32158	114658	98746	134083
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(10310)	(4181)	(2345)	(20659)	(10669)	(9564)
	d) Employee benefits	20951	20886	19436	61846	57673	75354
	e) Finance costs	4571	4570	4532	13486	13626	17803
	f) Depreciation and amortisation	4297	3859	3886	11949	10821	15688
	g) Other expenses						
	- Manufacturing and operating (Stores and spares consumed, power and fuel, job work charges, contract labour etc.)	20922	18377	17999	58496	52856	74093
	- Others	32937	32356	33870	92968	90761	123458
	<b>Total Expenses</b>	<b>147138</b>	<b>154245</b>	<b>133264</b>	<b>425369</b>	<b>397010</b>	<b>542143</b>
<b>3</b>	<b>Profit / (Loss) before exceptional items, share of net profits of investment accounted for using equity method and tax (1-2)</b>	<b>4217</b>	<b>7394</b>	<b>(193)</b>	<b>11610</b>	<b>3341</b>	<b>8783</b>
<b>4</b>	Share in Profit/ (Loss) of Associates and Joint venture	127	(347)	(860)	(745)	(1611)	(2592)
<b>5</b>	<b>Profit/(Loss) before exceptional items and tax (3+4)</b>	<b>4344</b>	<b>7047</b>	<b>(1053)</b>	<b>10865</b>	<b>1730</b>	<b>6191</b>
<b>6</b>	Exceptional items (Refer note 2)	-	2095	(385)	2095	(905)	(1005)
<b>7</b>	<b>Profit / (Loss) before tax (5+6)</b>	<b>4344</b>	<b>9142</b>	<b>(1438)</b>	<b>12960</b>	<b>825</b>	<b>5186</b>
<b>8</b>	Tax (Expense)/ benefit						
	Current Tax	(1670)	(3344)	(512)	(5613)	(2099)	(3434)
	Deferred Tax	397	426	481	1360	906	1250
	<b>Total Tax Expenses (net)</b>	<b>(1273)</b>	<b>(2918)</b>	<b>(31)</b>	<b>(4253)</b>	<b>(1193)</b>	<b>(2184)</b>
<b>9</b>	<b>Net Profit / (Loss) for the period (7+8)</b>	<b>3071</b>	<b>6224</b>	<b>(1469)</b>	<b>8707</b>	<b>(368)</b>	<b>3002</b>
<b>10</b>	<b>Other Comprehensive Income (including share in associates and joint venture)</b>						
	(i) (a) Items that will not be reclassified to profit or loss	627	597	120	1750	474	(311)
	(b) Tax (expense)/benefit on items that will not be reclassified to profit or loss	(51)	(70)	(14)	(181)	(55)	303
	(ii) (a) Items that will be reclassified to profit or loss	(490)	116	(5)	(555)	(104)	(249)
	(b) Tax (expense)/benefit on items that will be reclassified to profit or loss	-	-	-	-	-	-
	<b>Total Other Comprehensive Income (net of tax)</b>	<b>86</b>	<b>643</b>	<b>101</b>	<b>1014</b>	<b>315</b>	<b>(257)</b>
<b>11</b>	<b>Total Comprehensive Income for the period (9+10)</b>	<b>3157</b>	<b>6867</b>	<b>(1368)</b>	<b>9721</b>	<b>(53)</b>	<b>2745</b>
<b>12</b>	<b>Net Profit / (Loss) attributable to :</b>						
	- Owners	2884	5994	(1584)	8152	(744)	2552
	- Non Controlling Interest	187	230	115	555	376	450
	<b>Other Comprehensive Income attributable to :</b>						
	- Owners	86	643	101	1014	315	(257)
	- Non Controlling Interest	-	-	-	-	-	-
	<b>Total Comprehensive Income attributable to :</b>						
	- Owners	2970	6637	(1483)	9166	(429)	2295
	- Non Controlling Interest	187	230	115	555	376	450
<b>13</b>	<b>Paid-up Equity Share Capital</b> (Face Value - ₹ 10/- per share)	<b>6138</b>	<b>6138</b>	<b>6138</b>	<b>6138</b>	<b>6138</b>	<b>6138</b>
<b>14</b>	<b>Other Equity (excluding revaluation reserve)</b>						<b>161174</b>
<b>15</b>	<b>Earnings per share (of ₹ 10/- each) (not annualised):</b>						
	(a) Basic (in ₹)	4.70	9.76	(2.58)	13.28	(1.21)	4.16
	(b) Diluted (in ₹)	4.70	9.76	(2.58)	13.28	(1.21)	4.16

**Notes :**

- This statement has been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS) prescribed under Section 133 of the Companies Act, 2013 read with rule 3 of the Companies (Indian Accounting Standard) Rules, 2015 and Companies (Indian Accounting Standard) (Amendment) Rules, 2016

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2 Exceptional items represent:

(₹ in lakhs)

Particulars	Quarter ended			Nine months ended		Year ended
	31.12.2017	30.09.2017	31.12.2016	31.12.2017	31.12.2016	31.03.2017
VRS Payment and other termination benefits	-	(2907)	(385)	(2907)	(905)	(1005)
Fair valuation of transferable development rights received as compensation towards acquisition of land by Thane Municipal Corporation for road widening.	-	5002	-	5002	-	-
Total	-	2095	(385)	2095	(905)	(1005)

3 The above results were reviewed and recommended by the Audit Committee and approved by the Board of Directors at its meeting held on 24th January, 2018. There are no qualifications in the limited review report for the quarter/nine months ended 31st December, 2017.

Thane  
24th January, 2018

*Gautam Hari Singhania*  
Gautam Hari Singhania  
Chairman & Managing Director



(₹ in lakhs)

Particulars	Quarter ended			Nine months ended		Year ended
	31.12.2017	30.09.2017	31.12.2016	31.12.2017	31.12.2016	31.03.2017
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>Segment Revenue (Revenue from Operations)</b>						
- Textile	76838	77221	67541	211293	197730	271436
- Shirting	14934	14982	13117	43024	39398	50007
- Apparel	33183	41925	30978	102099	91057	127025
- Garmenting	16248	18429	12875	49032	45463	63885
- Tools & Hardware	9773	9038	7874	27518	25758	35009
- Auto Components	4922	5270	3825	15564	12303	16431
- Others	157	89	260	447	454	792
Inter Segment revenue	(7631)	(7409)	(5783)	(21320)	(20391)	(25453)
<b>Total Revenue</b>	<b>148424</b>	<b>159545</b>	<b>130687</b>	<b>427657</b>	<b>391772</b>	<b>539132</b>
<b>Segment Results</b>						
- Textile	9937	11035	7123	25017	21015	31293
- Shirting	897	915	595	2382	2069	2230
- Apparel	(407)	903	(408)	(583)	(1375)	(2896)
- Garmenting	264	306	634	1115	3168	4030
- Tools & Hardware	817	593	(224)	1844	(9)	4
- Auto Components	910	1098	259	2830	1232	1605
- Others	(737)	(813)	(1110)	(2416)	(2764)	(3598)
- Inter Segment Profit / (Loss)	(249)	116	7	(26)	(615)	(166)
<b>Segment Results before finance costs, exceptional items and tax</b>	<b>11432</b>	<b>14153</b>	<b>6876</b>	<b>30163</b>	<b>22721</b>	<b>32502</b>
Less : Finance Costs	(4571)	(4570)	(4532)	(13486)	(13626)	(17803)
Add / (Less) : Unallocable Income / (Expense) - Net	(2831)	(2419)	(2652)	(5622)	(6130)	(6366)
<b>Profit / (Loss) before exceptional items, share of net profits of investment accounted for using equity method and tax</b>	<b>4030</b>	<b>7164</b>	<b>(308)</b>	<b>11055</b>	<b>2965</b>	<b>8333</b>
Add / (Less) : Exceptional items	-	2095	(385)	2095	(905)	(1005)
Add / (Less) : Tax (Expense) / benefit	(1273)	(2918)	(31)	(4253)	(1193)	(2184)
Add / (Less) : Share of Profit / (Loss) in Associates and Joint venture	127	(347)	(860)	(745)	(1611)	(2592)
<b>Net Profit / (Loss)</b>	<b>2884</b>	<b>5994</b>	<b>(1584)</b>	<b>8152</b>	<b>(744)</b>	<b>2552</b>
<b>Segment assets</b>						
- Textile	220377	225784	204928	220377	204928	198149
- Shirting	68787	67622	44501	68787	44501	53998
- Apparel	81199	89228	66356	81199	66356	67947
- Garmenting	54900	50028	42826	54900	42826	42042
- Tools & Hardware	19040	18892	20968	19040	20968	17483
- Auto Components	13480	13062	12556	13480	12556	12552
- Others	5147	5396	4981	5147	4981	4634
- Unallocable assets	147500	145169	134989	147500	134989	138235
- Inter Segment Assets	(14916)	(11747)	(11253)	(14916)	(11253)	(9810)
	<b>595514</b>	<b>603434</b>	<b>520852</b>	<b>595514</b>	<b>520852</b>	<b>525230</b>
<b>Segment Liabilities</b>						
- Textile	88383	86941	73378	88383	73378	72281
- Shirting	24002	23605	16936	24002	16936	20588
- Apparel	35387	43336	25439	35387	25439	26233
- Garmenting	20690	17654	14454	20690	14454	14160
- Tools & Hardware	7978	11253	8572	7978	8572	7437
- Auto Components	5891	5493	4201	5891	4201	4528
- Others	318	349	354	318	354	410
- Unallocable liabilities	251979	254561	220142	251979	220142	220352
- Inter Segment Liabilities	(14672)	(12341)	(9246)	(14672)	(9246)	(8071)
	<b>419956</b>	<b>430851</b>	<b>354230</b>	<b>419956</b>	<b>354230</b>	<b>357918</b>

**Footnotes:-**

i) Unallocable expenses are net of unallocable income.

ii) Previous period figures have been regrouped/ reclassified, wherever necessary.

iii) The Group operates under the following segments

- Textile : Branded Fabric
- Shirting : Shirting fabric (B to B)
- Apparel: Branded Readymade Garments
- Garmenting : Garment manufacturing
- Tools & Hardware
- Auto Components
- Others : Non Scheduled Airline operations and Real Estate development

Accordingly, Group's performance is evaluated based on various performance indicators by these business segments.

Thane  
24th January, 2018




Gautam Hart Singhania  
Chairman & Managing Director

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