



# RESULTS PRESENTATION

QUARTER ENDED MARCH 31, 2018

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## Market Overview

# Market Overview

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## Apparel/Textile

- Revenue growth impacted due to early & prolonged EOSS in Q3FY18
- Demand was weak in Jan however picked up in Feb & Mar due to wedding season
- Overall market stabilizing post GST disruptions
- Profitability of export companies impacted due to volatile currency and reduction of export benefits



## Retail

- Stable revenue growth due to EOSS and wedding season
- All Brand companies continue to invest underpinned by positive consumer sentiments
- Early signs of E-commerce players tying up with stores for Omni-channel presence



## Auto

- Healthy demand for Passenger (PV) and Commercial Vehicles (CV)
- Recovery in rural demand to contribute towards higher volumes
- Impetus given to Infrastructure in the Union Budget to drive demand for Heavy CVs



## FMCG

- Revenue growth due to positive consumer sentiments, recovery in trade channels & lower GST rates
- Strong rural consumption - normal monsoon and government's initiatives to improve farm incomes
- Shift of volumes towards organized players





## Business Update

# Awards



- Govt. of Maharashtra felicitates Raymond CMD Mr. Gautam Hari Singhania with **Maha Udyog Shri Award**

## Great Place to Work



- Raymond Ltd, Raymond Apparel Ltd & Raymond Luxury Cottons Ltd certified as “Great Places to Work” organizations in India
- Raymond Ltd wins it for second consecutive year

## Most Admired Clothing Company of the Year



Raymond Apparel Ltd felicitated by Cloth Manufacturing Association of India as most admired clothing company of the year

# Initiatives

## The Indian Commonwealth Games Team – Styled by Raymond



Provided formal attire for the playing, contingent and traveling officials

## 'It All Begins with Black'



## RAYMOND BLACK CAMPAIGN

With over 1,000 styles of black suiting fabric, challenges the notion that black is uni-dimensional and boxed up.



# Initiatives

## 20k+ tailors trained in FY18



- 6 New hubs opened in the quarter; overall 25 hubs
- Celebrated World Tailor's Day in Thane campus on 28<sup>th</sup> Feb, 2017

## HAR SHEHAR MEIN RAYMOND

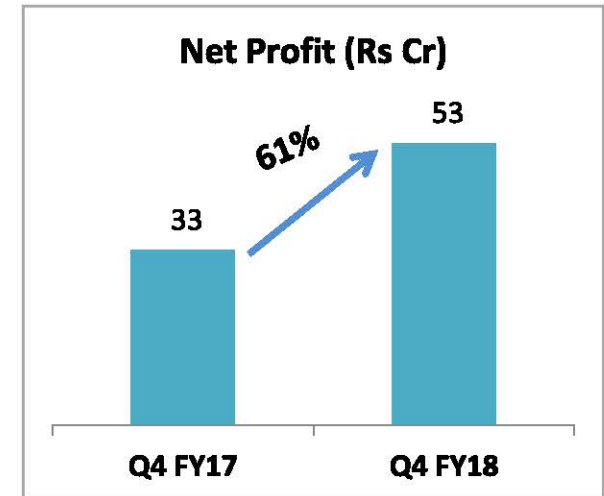
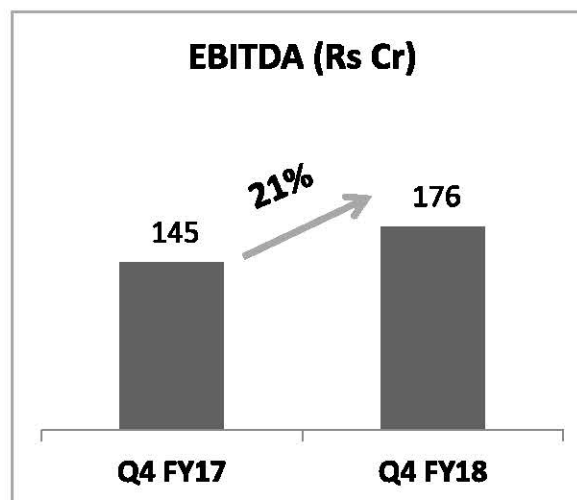
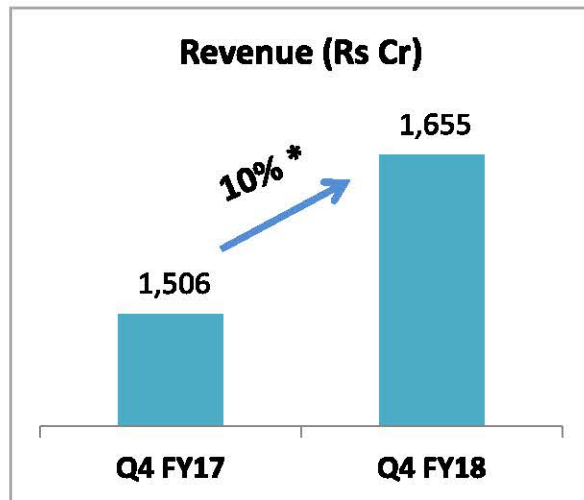


- 38 Mini TRS Rolled out in the Quarter
- Overall 91 Mini TRS rolled out in the year.



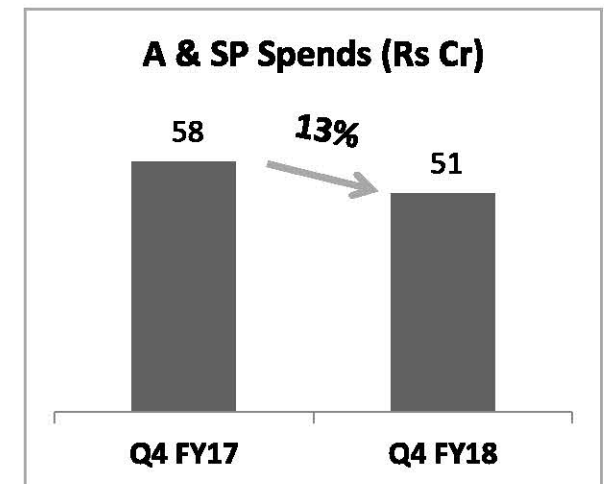
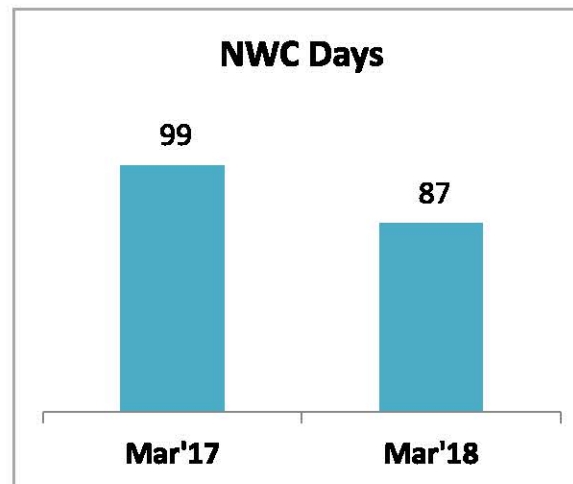
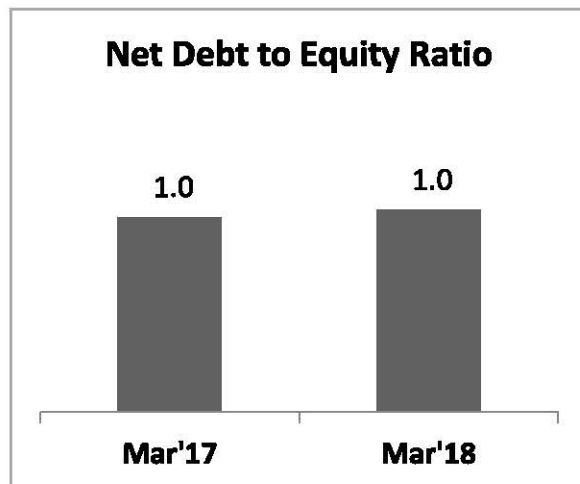
## Highlights

# Consolidated Financial Highlights



\* Revenue growth of 14% excluding GST impact

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

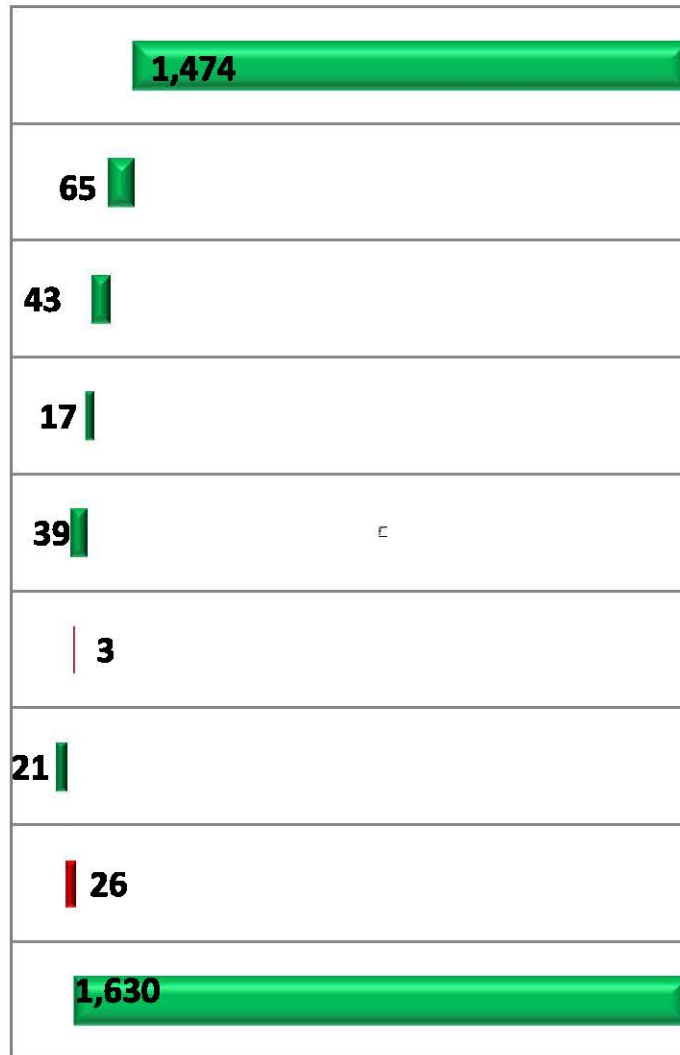


# Consolidated Results

INR Crore	Q4 FY18	Q4 FY17	Change	FY18	FY17	Change
<b>Net Revenue*</b>	<b>1,655</b>	<b>1,506</b>	<b>10%</b>	<b>6,025</b>	<b>5,509</b>	<b>9%</b>
<b>Net Sales</b>	<b>1,630</b>	<b>1,474</b>	<b>11%</b>	<b>5,906</b>	<b>5,391</b>	<b>10%</b>
<b>EBITDA</b>	<b>176</b>	<b>145</b>	<b>21%</b>	<b>546</b>	<b>423</b>	<b>29%</b>
<i>EBITDA margin</i>	<i>10.6%</i>	<i>9.6%</i>		<i>9.1%</i>	<i>7.7%</i>	
<b>PBT before excp</b>	<b>76</b>	<b>54</b>	<b>40%</b>	<b>192</b>	<b>88</b>	<b>119%</b>
<i>PBT margin</i>	<i>4.6%</i>	<i>3.6%</i>		<i>3.2%</i>	<i>1.6%</i>	
<b>Exceptional item</b>	<b>-</b>	<b>(1)</b>		<b>21</b>	<b>(10)</b>	
<b>Net Profit</b>	<b>53</b>	<b>33</b>	<b>61%</b>	<b>135</b>	<b>26</b>	<b>428%</b>
<i>Profit margin</i>	<i>3.2%</i>	<i>2.2%</i>		<i>2.2%</i>	<i>0.5%</i>	

\* Excluding GST impact, revenue growth of 14% in Q4 FY18 and 13% in FY18

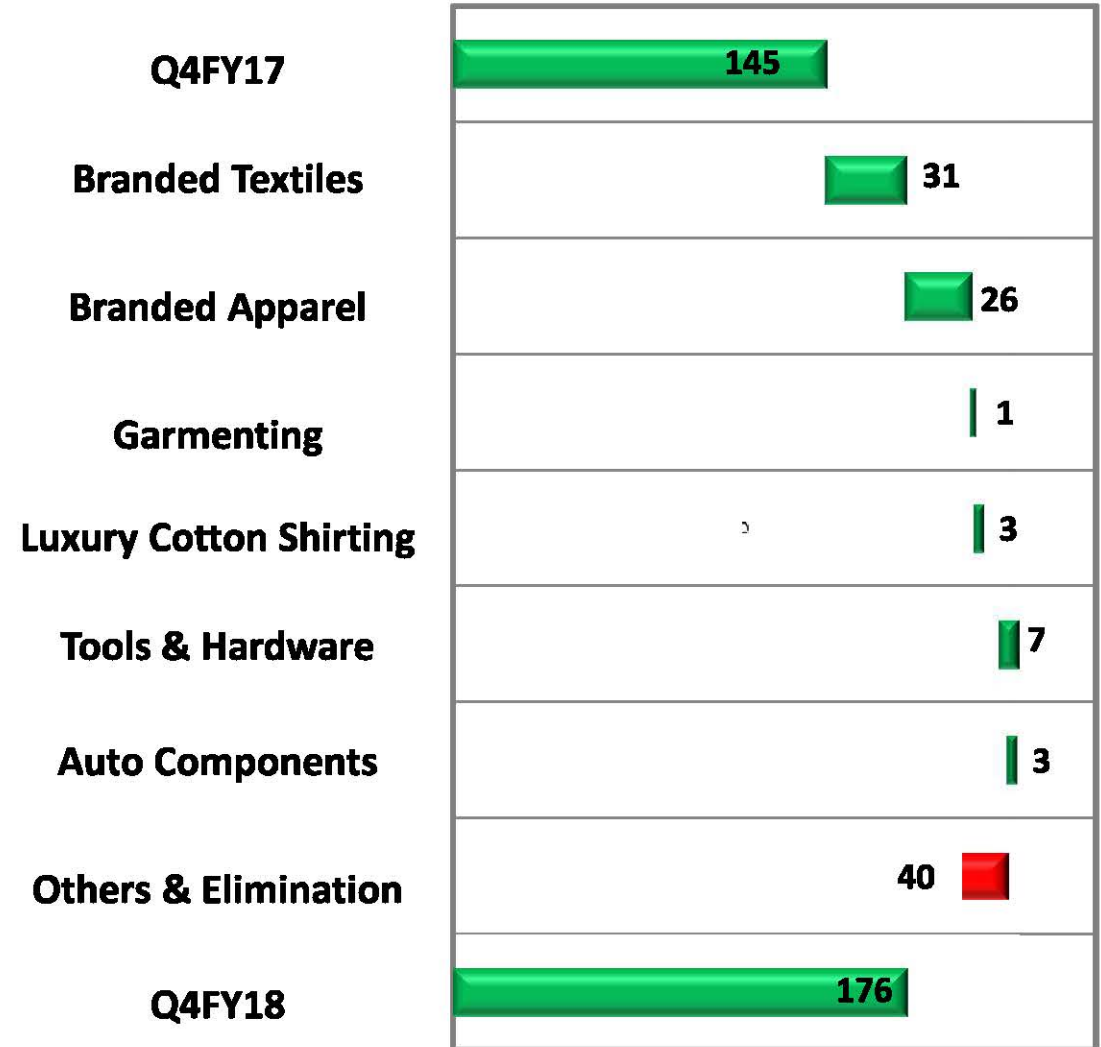
## Q4 SALES BRIDGE (Rs. Cr)



Rs 156 cr



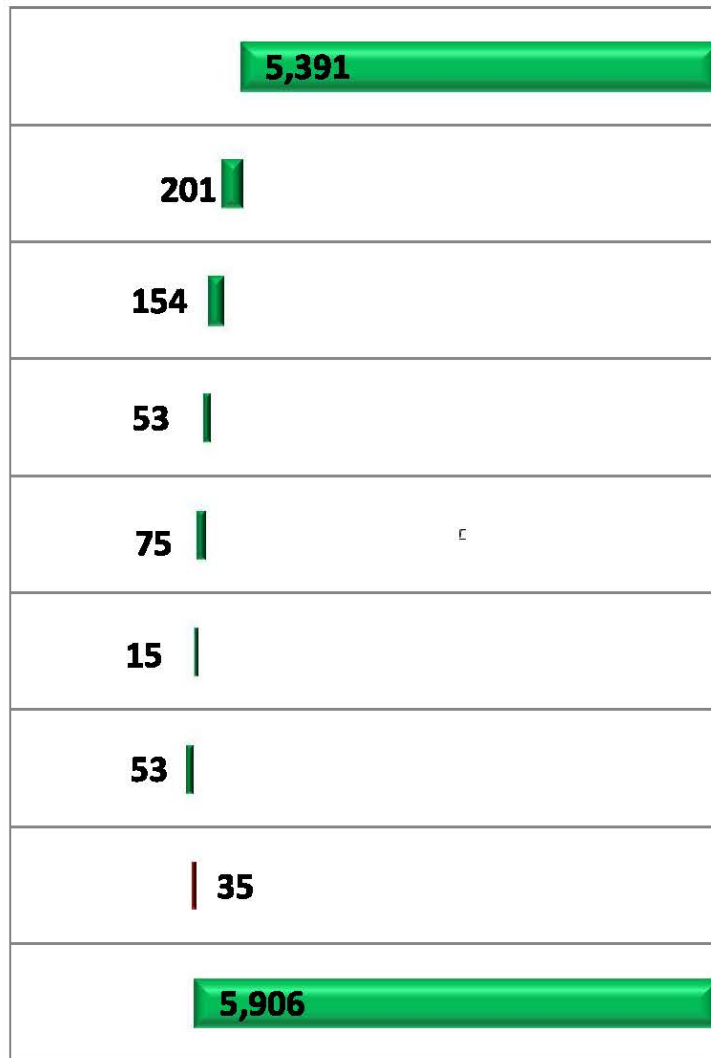
## Q4 EBITDA BRIDGE (Rs. Cr)



Rs 31 cr



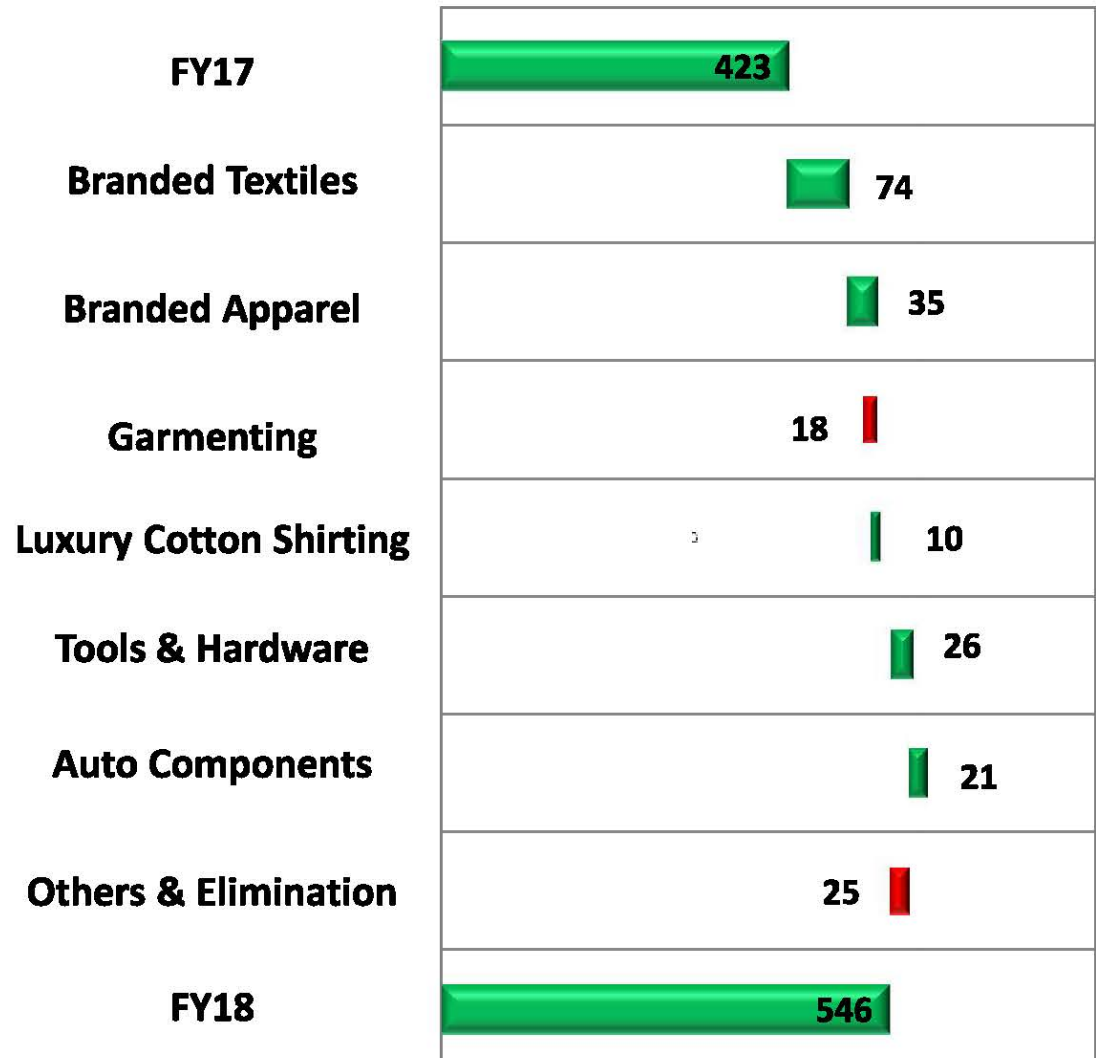
## FY18 SALES BRIDGE (Rs. Cr)



Rs 515 cr



## FY18 EBITDA BRIDGE (Rs. Cr)



Rs 124 cr



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## Business-wise Details



**BRANDED TEXTILES**



# Branded Textiles

INR Crore	Q4 FY18	Q4 FY17	Change	FY18	FY17	Change
<b>Net Sales</b>	<b>802</b>	<b>737</b>	<b>9%</b>	<b>2,915</b>	<b>2,714</b>	<b>7%</b>
<i>Growth excluding GST</i>			<b>13%</b>			<b>10%</b>
<b>EBITDA</b>	<b>156</b>	<b>126</b>	<b>25%</b>	<b>458</b>	<b>384</b>	<b>19%</b>
<i>EBITDA margin</i>	<b>19.5%</b>	<b>17.0%</b>		<b>15.7%</b>	<b>14.1%</b>	

- Increase in sales excluding GST impact by 13%
  - ✓ Suiting and Shirting business grew by 8% and 36% respectively
  - ✓ Driven by wedding season, growth in trade channels and institutional business along with recovery in exports
- EBITDA margin improved by 250 bps largely on account of strong sales growth and reduction in discretionary expenses



*BRANDED APPAREL*



# Branded Apparel

INR Crore	Q4 FY18	Q4 FY17	Change	FY18	FY17	Change
<b>Net Sales</b>	<b>403</b>	<b>360</b>	<b>12%</b>	<b>1,424</b>	<b>1,270</b>	<b>12%</b>
<i>Growth excluding GST</i>			<b>20%</b>			<b>19%</b>
<b>EBITDA</b>	<b>15</b>	<b>(11)</b>	<b>NA</b>	<b>23</b>	<b>(12)</b>	<b>NA</b>
<i>EBITDA margin</i>	<b>3.7%</b>	<b>(3.0%)</b>		<b>1.6%</b>	<b>(1.0%)</b>	

- Growth led by the consumer demand during the wedding season and extended EOSS period
- EBITDA Margin improved to 3.7% mainly due to higher sales and lower discretionary spends
- Growth across power brands –

Particulars	Raymond RTW	Park Avenue	ColorPlus	Parx
<b>Brand Growth excluding GST (Full Year)</b>	<b>33%</b>	<b>7%</b>	<b>10%</b>	<b>35%</b>

**raymond**  
Premium Apparel

PARK AVENUE

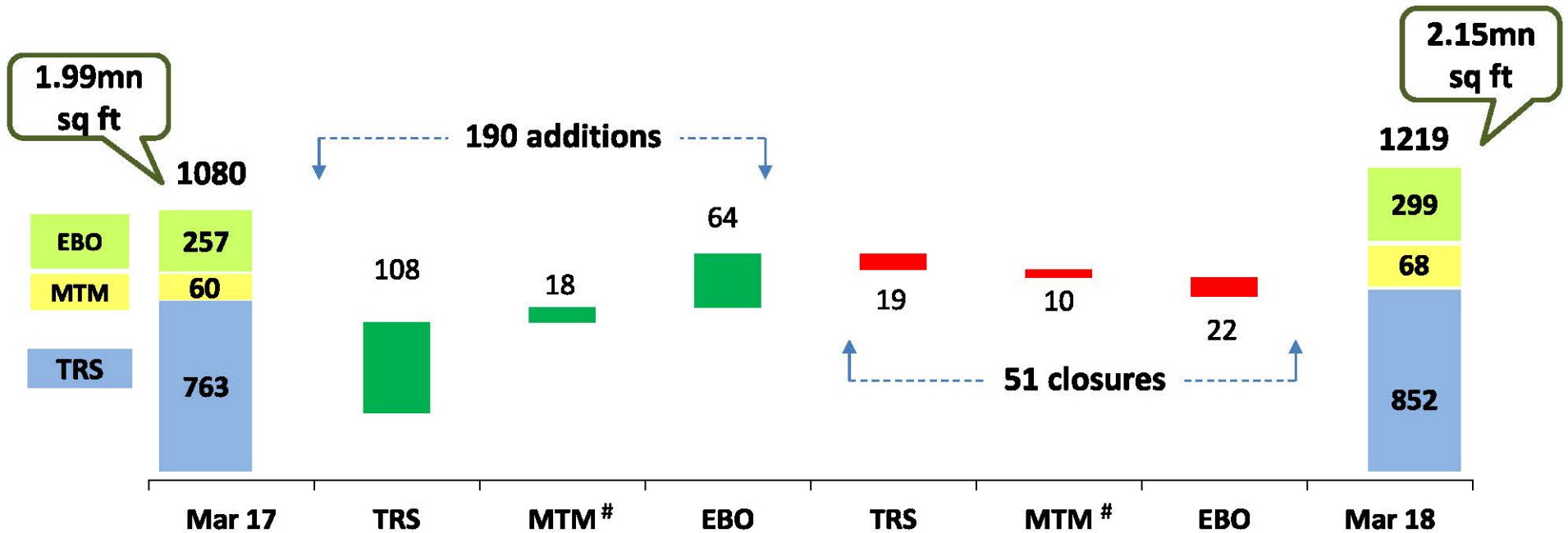
ColorPlus

parx

RETAIL



# Exclusive Retail Network



- During the year:
  - Added 190 new stores (including 91 mini-TRS) and closed 51 stores
  - Of the new stores added, ~75% are franchised
  - Completed 41 stores renovation, currently 25 stores under renovation
- Blended sales growth across our retail formats was 11% for the year

#MTM includes 41 converged stores as on Mar'18 (23 as at Mar'17)



Raymond  
GARMENTING

# Garmenting

INR Crore	Q4 FY18	Q4 FY17	Change	FY18	FY17	Change
<b>Net Sales</b>	<b>201</b>	<b>184</b>	<b>9%</b>	<b>691</b>	<b>639</b>	<b>8%</b>
<i>Growth excluding GST</i>			<i>NA</i>			<i>NA</i>
<b>EBITDA</b>	<b>14</b>	<b>13</b>	<b>10%</b>	<b>36</b>	<b>54</b>	<b>(33%)</b>
<i>EBITDA margin</i>	<i>6.9%</i>	<i>6.9%</i>		<i>5.2%</i>	<i>8.4%</i>	

- Sales growth of 9% led by exports growth in North America
- EBITDA margin stable at 6.9% mainly due to higher sales & operational efficiency despite forex impact

HIGH VALUE COTTON SHIRTING





# High Value Cotton Shirting

INR Crore	Q4 FY18	Q4 FY17	Change	FY18	FY17	Change
<b>Net Sales</b>	<b>145</b>	<b>106</b>	<b>37%</b>	<b>575</b>	<b>500</b>	<b>15%</b>
<i>Growth excluding GST</i>			<b>39%</b>			<b>17%</b>
<b>EBITDA</b>	<b>13</b>	<b>10</b>	<b>31%</b>	<b>59</b>	<b>49</b>	<b>20%</b>
<i>EBITDA margin</i>	<b>9.1%</b>	<b>9.5%</b>		<b>10.2%</b>	<b>9.8%</b>	

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

- Sales growth on account of better offtake by the customers
- EBITDA margin lower at 9.1% as compared to 9.5% in the previous year on account of change in product mix

ENGINEERING

TOOLS & HARDWARE



# Tools & Hardware

INR Crore	Q4 FY18	Q4 FY17	Change	FY18	FY17	Change
<b>Net Sales</b>	<b>90</b>	<b>93</b>	<b>(3%)</b>	<b>365</b>	<b>350</b>	<b>4%</b>
<i>Growth excluding GST</i>			<b>4%</b>			<b>10%</b>
<b>EBITDA</b>	<b>9</b>	<b>2</b>	<b>312%</b>	<b>33</b>	<b>7</b>	<b>365%</b>
<i>EBITDA margin</i>	<b>9.9%</b>	<b>2.3%</b>		<b>9.0%</b>	<b>2.0%</b>	

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

- Increase in sales by 4% (excluding GST impact) driven by better performance in domestic market
- Healthy improvement in EBITDA margin due to the turnaround strategy of building operational efficiency and product rationalization



# Auto Components

INR Crore	Q4 FY18	Q4 FY17	Change	FY18	FY17	Change
<b>Net Sales</b>	<b>62</b>	<b>41</b>	<b>50%</b>	<b>218</b>	<b>164</b>	<b>32%</b>
<i>Growth excluding GST</i>			<b>56%</b>			<b>36%</b>
<b>EBITDA</b>	<b>9</b>	<b>6</b>	<b>49%</b>	<b>45</b>	<b>24</b>	<b>90%</b>
<i>EBITDA margin</i>	<b>15.1%</b>	<b>15.2%</b>		<b>20.8%</b>	<b>14.5%</b>	

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

- High growth driven by increased demand from passenger vehicle, commercial vehicle and industrial segments
- In line with sales growth, EBITDA has also grown by ~50% to Rs 9 cr
- Overall, the business continues to maintain its profitable growth momentum



## Way Forward

# Way Forward

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- ❑ Moderate consumer demand due to seasonality and low wedding dates in 1QFY19
- ❑ For 1QFY19, we expect mid single digits revenue growth over Previous Year (excluding the GST impact) and stable EBITDA Margins
- ❑ During FY18, we successfully executed initiatives and achieved profitable growth. We remain confident of achieving our stated FY 20 long term guidance
- ❑ 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 Chandiook & Co LLP

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## **Independent Auditor's Report on Consolidated Financial 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 audited the consolidated financial results of **Raymond Limited** (the 'Holding Company') and its subsidiaries (the Holding Company and its subsidiaries together referred to as the 'Group'), its associates and jointly controlled entities for the year ended 31 March 2018, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Attention is drawn to Note 3 to the consolidated financial results regarding the figures for the quarter ended 31 March 2018 as reported in these consolidated financial results, which are the balancing figures between audited consolidated figures in respect of the full financial year and the published consolidated year to date figures up to the end of the third quarter of the financial year. Also, the figures up to the end of the third quarter had only been reviewed and not subjected to audit. These consolidated financial results are based on the consolidated financial statements for the year ended 31 March 2018 prepared in accordance with the accounting principles generally accepted in India, including Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 (the 'Act') and published consolidated year to date figures up to the end of the third quarter of the financial year prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, Interim Financial Reporting, specified under Section 133 of the Act, and SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, which are the responsibility of the Holding Company's Management. Our responsibility is to express an opinion on these consolidated financial results based on our audit of the consolidated financial statements for the year ended 31 March 2018 and our review of consolidated financial results for the nine months period ended 31 December 2017.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.





3. In our opinion and to the best of our information and according to the explanations given to us and based on the consideration of the reports of other auditors on separate financial results and on other financial information of the subsidiaries, associates and jointly controlled entities, the consolidated financial results:
- (i) include the financial results for the year ended 31 March 2018, of the following entities:  
  
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 Woolen Outerwear Limited, Raymond Luxury Cotton 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 Krishna Films Limited, Raymond UCO Denim Private Limited, UCO Fabrics Inc., UCO Testatura S.r.l., UCO Raymond Denim Holding NV.
  - (ii) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016 in this regard; and
  - (iii) give a true and fair view of the consolidated net profit (including other comprehensive income) and other financial information in conformity with the accounting principles generally accepted in India including Ind AS specified under Section 133 of the Act for the year ended 31 March 2018.
4. We did not audit the financial statements / consolidated financial statements of fourteen subsidiaries, whose financial statements / consolidated financial statements (before eliminating inter Company balances) reflect total assets of ₹ 241,396 lakhs and net assets of ₹ 80,061 lakhs as at 31 March 2018, and total revenues (before eliminating inter Company transactions) of ₹ 315,032 lakhs for the year ended on that date, as considered in the consolidated financial results. The consolidated financial results also include the Group's share of net profit (including other comprehensive income) of ₹ 8,292 lakhs (before eliminating inter Company transactions ₹ 7,316 lakhs) for the year ended 31 March 2018, as considered in the consolidated financial results, in respect of five associates, whose financial statements / consolidated financial statements have not been audited by us. These financial statements / consolidated financial statements have been audited by other auditors whose reports have been furnished to us by the management and our opinion on the consolidated financial results, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries and associates, and our report in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, in so far as it relates to the aforesaid subsidiaries and associates, are based solely on the reports of such other auditors.

Further, of these subsidiaries and associates, one subsidiary is located outside India whose financial statements and other financial information has been prepared in accordance with accounting principles generally accepted in United Arab Emirates and which has been audited by other auditor under generally accepted auditing standards applicable in United Arab Emirates. The Holding Company's management has converted the financial statements of such subsidiary




located outside India from accounting principles generally accepted in United Arab Emirates to accounting principles generally accepted in India. We have audited these conversion adjustments made by the Holding Company's management. Our opinion, in so far as it relates to the financial information of such subsidiary located outside India, is based on the report of other auditor and the conversion adjustments prepared by the management of the Holding Company and audited by us.

Our opinion on the consolidated financial results is not modified in respect of this matter with respect to our reliance on the work done by and the reports of the other auditors.

5. We did not audit the financial information of four subsidiaries whose financial information (before eliminating inter Company balances) reflect total assets of ₹ 26,416 lakhs and net assets of ₹ 7,521 lakhs as at 31 March 2018, and total revenues (before eliminating inter Company transactions) of ₹ 12,186 lakhs for the year ended on that date, as considered in the consolidated financial results. The consolidated financial results also include the Group's share of net profit (including other comprehensive income) (before eliminating inter Company transactions) of ₹ 94 lakhs for the year ended 31 March 2018, as considered in the consolidated financial results, in respect of an associate, whose financial information has not been audited by us. These financial information are unaudited and have been furnished to us by the management and our opinion on the consolidated financial results, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries and associate, and our report in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, in so far as it relates to the aforesaid subsidiaries and associate, are based solely on such unaudited financial information. In our opinion and according to the information and explanations given to us by the management, these financial information (after eliminating inter Company balances / transactions) are not material to the Group. Our opinion on the consolidated financial results is not modified in respect of this matter with respect to our reliance on the financial information certified by the management.
6. The audited consolidated financial results for the year ended 31 March 2017 (including unaudited consolidated financial results for the quarter ended 31 March 2017), was carried out and reported by Dalal & Shah LLP, vide their unmodified audit report dated 28 April 2017, whose report has been furnished to us by the management and which has been relied upon by us for the purpose of our audit of the consolidated financial results. Our audit report is not qualified in respect of this matter.

  
For Walker Chandniok & Co LLP  
Chartered Accountants  
Firm Registration No: 001076N/N500013

  
per **Adi P. Sethna**  
Partner  
Membership No. 108840

Place : Mumbai  
Date : 24 April 2018

# Raymond LIMITED

Registered Office: Plot No.156/H No.2, Village Zadgaon, Ratnagin-415 612 (Maharashtra)

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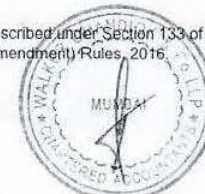
## STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER/YEAR ENDED 31ST MARCH, 2018

(₹ in lakhs, unless otherwise stated)

Sr. No.	Particulars	Quarter ended			Year Ended	
		31.03.2018	31.12.2017	31.03.2017	31.03.2018	31.03.2017
		(Unaudited) (Refer note 3)	(Unaudited)	(Unaudited) (Refer note 3)	(Audited)	(Audited)
<b>1</b>	<b>Income</b>					
	a) Revenue from operations	162984	148424	147360	590641	539132
	b) Other income	2528	2931	3215	11850	11794
	<b>Total Income</b>	<b>165512</b>	<b>151355</b>	<b>150575</b>	<b>602491</b>	<b>550926</b>
<b>2</b>	<b>Expenses</b>					
	a) Cost of materials consumed	30490	30401	28032	123105	111228
	b) Purchases of stock-in-trade	43614	43369	35337	158282	134083
	c) Changes in inventories of finished goods, work-in-progress, stock-in-trade and property under development	(10159)	(10310)	1105	(30818)	(9564)
	d) Employee benefits	21687	20951	17681	83533	75354
	e) Finance costs	4894	4571	4177	18380	17803
	f) Depreciation and amortisation	5085	4297	4667	17034	15688
	g) Other expenses					
	- Manufacturing and operating (Stores and spares consumed, power and fuel, job work charges, contract labour etc)	20563	20922	21237	79059	74093
	- Costs towards development of property	10511	-	-	10511	-
	- Others	31211	32937	32698	124179	123458
	<b>Total Expenses</b>	<b>157896</b>	<b>147138</b>	<b>145134</b>	<b>583265</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>7616</b>	<b>4217</b>	<b>5441</b>	<b>19226</b>	<b>8783</b>
<b>4</b>	Share in Profit/ (Loss) of Associates and Joint venture	242	127	(981)	(503)	(2592)
<b>5</b>	<b>Profit/(Loss) before exceptional items and tax (3+4)</b>	<b>7858</b>	<b>4344</b>	<b>4460</b>	<b>18723</b>	<b>6191</b>
<b>6</b>	Exceptional items (Refer note 2)	-	-	(101)	2095	(1005)
<b>7</b>	<b>Profit / (Loss) before tax (5+6)</b>	<b>7858</b>	<b>4344</b>	<b>4359</b>	<b>20818</b>	<b>5186</b>
<b>8</b>	Tax (Expense)/ credit					
	Current Tax (Refer note 5)	(69)	(1670)	(1918)	(5682)	(4017)
	Deferred Tax	(2341)	397	927	(981)	1833
	<b>Total Tax Expenses (net)</b>	<b>(2410)</b>	<b>(1273)</b>	<b>(991)</b>	<b>(6663)</b>	<b>(2184)</b>
<b>9</b>	<b>Net Profit / (Loss) for the period (7+8)</b>	<b>5448</b>	<b>3071</b>	<b>3368</b>	<b>14155</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	922	627	(784)	2672	(311)
	(b) Tax (expense)/benefit on items that will not be reclassified to profit or loss	(308)	(51)	357	(489)	303
(ii)	(a) Items that will be reclassified to profit or loss	(274)	(490)	(145)	(829)	(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>340</b>	<b>86</b>	<b>(572)</b>	<b>1354</b>	<b>(257)</b>
<b>11</b>	<b>Total Comprehensive Income for the period (9+10)</b>	<b>5788</b>	<b>3157</b>	<b>2796</b>	<b>15509</b>	<b>2745</b>
<b>12</b>	<b>Net Profit attributable to :</b>					
	- Owners	5311	2884	3294	13463	2552
	- Non Controlling Interest	137	187	74	692	450
	<b>Other Comprehensive Income attributable to :</b>					
	- Owners	338	86	(572)	1352	(257)
	- Non Controlling Interest	2	-	-	2	-
	<b>Total Comprehensive Income attributable to :</b>					
	- Owners	5649	2970	2722	14815	2295
	- Non Controlling Interest	139	187	74	694	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>14</b>	<b>Other Equity (excluding revaluation reserve)</b>				<b>175065</b>	<b>161174</b>
<b>15</b>	<b>Earnings per share (of ₹ 10/- each) (not annualised):</b>					
	(a) Basic (in ₹)	8.65	4.70	5.37	21.93	4.16
	(b) Diluted (in ₹)	8.65	4.70	5.37	21.93	4.16

### Notes :

- 1 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.



2. Exceptional items represent

(₹ in lakhs)

Particulars	Quarter ended			Year Ended	
	31.03.2018	31.12.2017	31.03.2017	31.03.2018	31.03.2017
VRS Payment and other termination benefits	-	-	(101)	(2907)	(1005)
Fair valuation of transferable development rights received as compensation towards acquisition of land by Thane Municipal Corporation for road widening	-	-	-	5002	-
<b>Total</b>	-	-	<b>(101)</b>	<b>2095</b>	<b>(1005)</b>

3. The figures for the quarter ended 31.03.2018 and 31.03.2017 represent the balance between audited figures in respect of the full financial years and those published till the third quarter of the respective financial years.

4. The above results were reviewed and recommended by the Audit Committee and approved by the Board of Directors at its meeting held on 24th April, 2018. There are no qualifications in the audit report for the quarter/ year ended 31st March, 2018.

5. The Current tax for the quarter ended 31st March, 2018 includes adjustments due to actualisation of MAT credit utilisation for the entire year.

6. The Board of Directors has recommended Equity dividend of ₹. 3..... per share (Previous year ₹ 1.25) for the financial year 2017-18.

*Gautam Singhania*  
 Gautam Hari Singhania  
 Chairman & Managing Director

Mumbai  
 24th April, 2018

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Segment wise Revenue, Results, Assets and Liabilities (Consolidated) for the Quarter/Year ended 31st March, 2018.

(₹ in lakhs)

Particulars	Quarter ended			Year Ended	
	31.03.2018	31.12.2017	31.03.2017	31.03.2018	31.03.2017
	(Unaudited) (Refer note 3)	(Unaudited)	(Unaudited) (Refer note 3)	(Audited)	(Audited)
<b>Segment Revenue (Revenue from Operations)</b>					
- Textile	80208	76838	73706	291501	271436
- Shirting	14505	14934	10609	57529	50007
- Apparel	40297	33183	35968	142396	127025
- Garmenting	20116	16248	18422	69148	63885
- Tools & Hardware	8963	9773	9251	36481	35009
- Auto Components	6200	4922	4128	21764	16431
- Others	349	157	338	796	792
Inter Segment revenue	(7654)	(7631)	(5062)	(28974)	(25453)
<b>Total Revenue</b>	<b>162984</b>	<b>148424</b>	<b>147360</b>	<b>590641</b>	<b>539132</b>
<b>Segment Results</b>					
- Textile	13563	9937	10278	38580	31293
- Shirting	407	897	162	2789	2230
- Apparel	1021	(407)	(1521)	438	(2896)
- Garmenting	980	264	863	2095	4030
- Tools & Hardware	742	817	14	2586	4
- Auto Components	659	910	373	3489	1605
- Others	(839)	(737)	(834)	(3255)	(3598)
Inter Segment Profit / (Loss)	(66)	(249)	452	(92)	(166)
<b>Segment Results before finance costs, exceptional items and tax</b>	<b>16467</b>	<b>11432</b>	<b>9787</b>	<b>46630</b>	<b>32502</b>
Less : Finance Costs	(4894)	(4571)	(4177)	(18380)	(17803)
Add / (Less) : Unallocable Income / (Expense) - Net	(4094)	(2831)	(243)	(9716)	(6366)
<b>Profit / (Loss) before exceptional items, share of net profits of investment accounted for using equity method and tax</b>	<b>7479</b>	<b>4030</b>	<b>5366</b>	<b>18534</b>	<b>8333</b>
Add / (Less) : Exceptional items	-	-	(101)	2095	(1005)
Add / (Less) : Tax (Expense) / benefit	(2410)	(1273)	(991)	(6863)	(2184)
Add / (Less) : Share of Profit / (Loss) in Associates and Joint venture	242	127	(981)	(503)	(2592)
<b>Net Profit / (Loss)</b>	<b>5311</b>	<b>2884</b>	<b>3294</b>	<b>13463</b>	<b>2552</b>
<b>Segment assets</b>					
- Textile	203153	220377	198149	203153	198149
- Shirting	70817	68787	53998	70817	53998
- Apparel	87098	81199	67947	87098	67947
- Garmenting	55956	54900	42042	55956	42042
- Tools & Hardware	19604	19040	17483	19604	17483
- Auto Components	13325	13480	12552	13325	12552
- Others	15694	5147	4634	15694	4634
- Unallocable assets	160000	147500	138235	160000	138235
Inter Segment Assets	(14749)	(14916)	(9810)	(14749)	(9810)
	<b>610898</b>	<b>595514</b>	<b>525230</b>	<b>610898</b>	<b>525230</b>
<b>Segment Liabilities</b>					
- Textile	83290	88383	72281	83290	72281
- Shirting	22937	24002	20588	22937	20588
- Apparel	43284	35387	26233	43284	26233
- Garmenting	20341	20690	14160	20341	14160
- Tools & Hardware	8618	7978	7437	8618	7437
- Auto Components	6596	5891	4528	6596	4528
- Others	774	318	410	774	410
- Unallocable liabilities	257672	251979	220352	257672	220352
Inter Segment Liabilities	(13817)	(14672)	(8071)	(13817)	(8071)
	<b>429695</b>	<b>419956</b>	<b>357918</b>	<b>429695</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.



Mumbai  
24th April, 2018

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

RAYMOND LIMITED  
Consolidated Balance sheet

(₹ in lakhs)

Particulars	As at	As at
	31st March, 2018	31st March, 2017
	Audited	Audited
<b>I. ASSETS</b>		
<b>1 Non-current assets</b>		
(a) Property, Plant and Equipment	167724	115531
(b) Capital work-in-progress	27021	41215
(c) Goodwill	1150	1150
(d) Other Intangible assets	5198	187
(e) Intangible assets under development	109	-
(f) Investments accounted for using the equity method	12517	13231
(g) Financial Assets		
(i) Investments	13747	12093
(ii) Loans	7564	6816
(iii) Other Financial Assets	7318	11182
(h) Deferred tax assets (net)	7237	8059
(i) Current tax Assets (net)	7412	9786
(j) Other non-current assets	10686	9907
<b>Total of non current assets</b>	<b>267688</b>	<b>229067</b>
<b>2 Current assets</b>		
(a) Inventories	161131	128867
(b) Financial Assets		
(i) Investments	37289	38816
(ii) Trade receivables	108591	105067
(iii) Cash and cash equivalents	4550	3765
(iv) Bank Balance other than (iii) above	4129	3205
(v) Loans	476	510
(vi) Other financial assets	2851	2604
(c) Other current assets	24186	12473
(d) Assets classified as held for sale	7	850
<b>Total of current assets</b>	<b>343210</b>	<b>296163</b>
<b>Total assets</b>	<b>610898</b>	<b>525230</b>
<b>II. EQUITY AND LIABILITIES</b>		
<b>1 Equity</b>		
(a) Equity Share capital	6138	6138
(b) Other Equity	175065	161174
<b>Equity attributable to owners</b>	<b>181203</b>	<b>167312</b>
Non Controlling Interest	7625	6931
<b>Total Equity</b>	<b>188828</b>	<b>174243</b>
<b>2 Liabilities</b>		
<b>i Non-current liabilities</b>		
(a) Financial Liabilities		
(i) Borrowings	66399	63491
(ii) Other Financial Liabilities	4541	255
(b) Deferred tax liabilities (net)	1867	1473
(c) Other non current liabilities	4820	5199
<b>Total of non current liabilities</b>	<b>77627</b>	<b>70418</b>
<b>ii Current liabilities</b>		
(a) Financial Liabilities		
(i) Borrowings	115013	113246
(ii) Trade payables	112588	77343
(iii) Other Financial Liabilities	96079	70403
(b) Provisions	5946	5899
(c) Current Tax Liabilities (net)	-	325
(d) Other current liabilities	14817	13353
<b>Total of current liabilities</b>	<b>344443</b>	<b>280569</b>
<b>Total Liabilities</b>	<b>422070</b>	<b>350987</b>
<b>Total equity and Liabilities</b>	<b>610898</b>	<b>525230</b>

Mumbai  
24th April, 2018

*[Handwritten signatures]*

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





**THANK YOU**

[www.raymond.in](http://www.raymond.in)

**Raymond**  
LIMITED