



**SECRETARIAL DEPARTMENT**

Jekegram, Pokhran Road No.1, Thane (W)-400 606  
Maharashtra, India  
CIN No.: L17117MH1925PLC001208  
Tel: (91-22) 4036 7000 / 6152 7000  
Fax: (91-22) 2541 2805  
www.raymond.in

RL/SE/22-23/20

May 16, 2022

To

The Department of Corporate Services - CRD  
BSE Limited  
P.J. Towers, Dalal Street  
Mumbai - 400 001  
Scrip Code: 500330

The National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor  
Bandra-Kurla Complex  
Bandra (East), Mumbai - 400 051  
Symbol: RAYMOND

Luxembourg Stock Exchange  
Societe De La Bourse De Luxembourg,  
35A, Boulevard Joseph II,  
L-1840 Luxembourg  
Trading Code : USY721231212

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 Audited Financial Results for Q4 and Financial Year ended March 31, 2022.

The Investor Presentation is also available on the website of the Company i.e. [www.raymond.in](http://www.raymond.in).

We request you to take the above information on record.

Thanking you

Yours faithfully

For **Raymond Limited**

**Rakesh Darji**  
**Director-Secretarial &**  
**Company Secretary**

**Encl.: a/a**



**REGISTERED OFFICE**

Plot No. 156/H No. 2, Village Zadgaon,  
Rajnagar - 415 612, Maharashtra  
Tel: (02352) 232514  
Fax: (02352) 232513

# Raymond Limited

Q4FY22 Result Presentation

*31<sup>st</sup> March, 2022*



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**Q4 Highlights**

## Market Update

- **Upbeat sentiments in Domestic Market drives consumer demand:**
  - **Initial weeks of Q4 impacted due to Omicron-led restrictions**, followed by recovery in February
  - March witnessed a sharp upturn in demand driven by upcoming strong wedding season in Q1 FY23
  - Resumption of physical offices, social gatherings, and wedding seasons contribute to healthy footfalls and higher secondary sales driving primary sales momentum across trade channels
- **Exports: Maintained strong momentum**
  - **US, UK & Europe: Strong retail sales** with positive consumer sentiments despite higher inflation
  - **Key drivers:** China+ 1 strategy, consolidation of brands, new customer acquisitions driving order book

## Q4 FY22: A Quarter of Significant Achievements



**Highest ever revenue** of ₹ 2,032 crores, up 44% vs. PY



**Highest ever EBITDA** of ₹ 358 crores with **EBITDA margin** of 17.6%



**Highest ever PBT** of 242 crores & **margin** of 11.9%

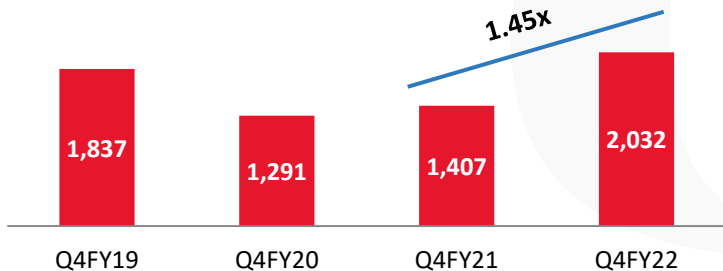


**Significant net debt reduction** by ₹ 165 Cr through internal accruals leading to net debt of ₹ 1,088 cr

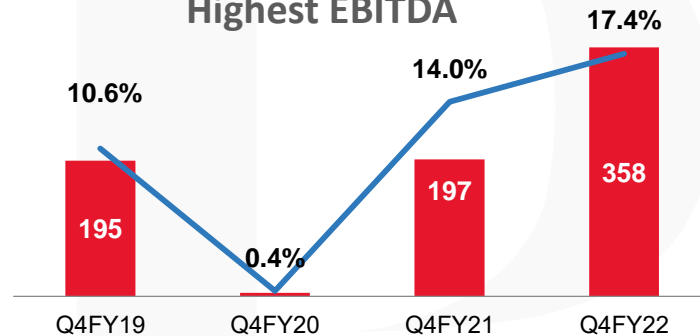
# Q4FY22 – A quarter of record achievements

₹ Cr.

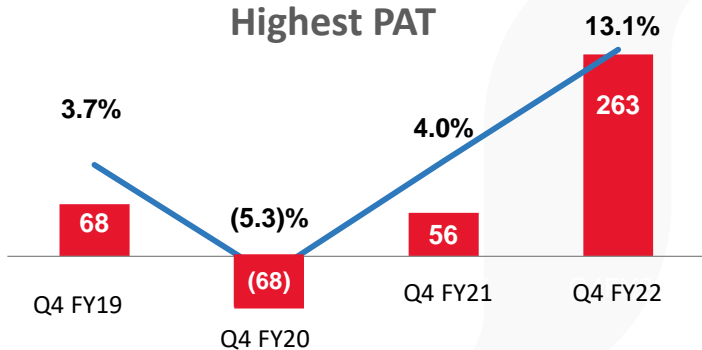
## Highest Revenue



## Highest EBITDA



## Highest PAT

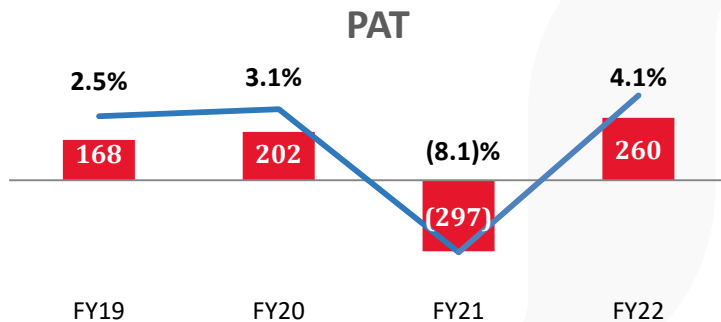
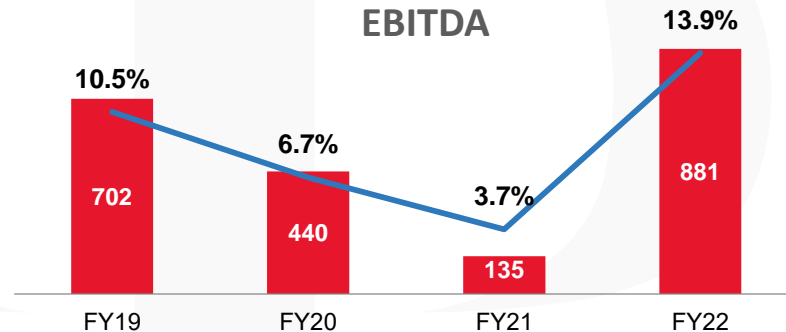
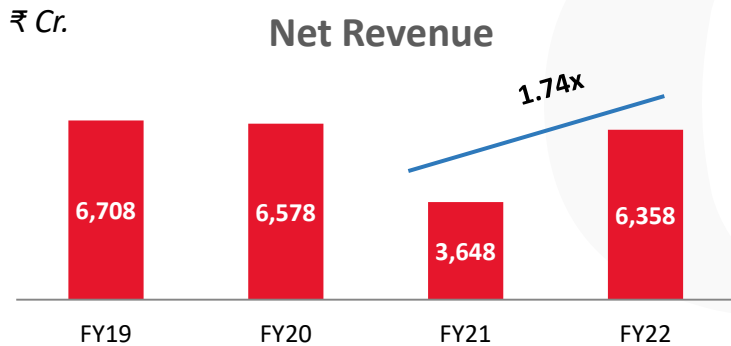


- **Profitable topline growth across all businesses**
- **Balance sheet strengthening continues**
  - NWC days improved to 45 days vs. 72 days in PY
  - Net debt reduced by Rs. 165 Cr to Rs. 1,088 Cr

FY20 onward figures are post IND AS 116, NWC days based on quarterly annualised sales



# FY22 – A year of significant achievements



- Strong profitable growth across all businesses
- Highest EBITDA despite pandemic in Q1
- Highest PAT achieved in 10 years



**Financial Highlights**

# Consolidated Results – Q4FY22

Particulars (₹ Cr)	Q4FY22	Q4FY21	FY22	FY21	YoY	QoQ	YoY
<b>Net Revenue</b>	<b>2,032</b>	<b>1,407</b>	<b>6,348</b>	<b>3,648</b>	44%	<b>161</b>	<b>625</b>
Opex	506	408	1,754	1,320	24%	28	98
<b>EBITDA</b>	<b>358</b>	<b>197</b>	<b>881</b>	<b>135</b>	<b>82%</b>	<b>55</b>	<b>161</b>
<i>EBITDA margin %</i>	<i>17.6%</i>	<i>14.0%</i>	<i>13.9%</i>	<i>3.7%</i>	<i>364 bps</i>	<i>143 bps</i>	<i>364 bps</i>
<i>Depreciation</i>	59	71	240	314	(16)%		
<i>Interest</i>	57	61	228	276	(6)%		
<b>PBT before exceptions</b>	<b>242</b>	<b>65</b>	<b>413</b>	<b>(455)</b>	<b>271%</b>	<b>56</b>	<b>177</b>
<i>PBT margin %</i>	<i>11.9%</i>	<i>4.6%</i>	<i>6.5%</i>	<i>(12.5)%</i>			
Exceptional Items	(111)	0	(163)	0		(109)	(111)
Taxes	132	(19)	22	161		215	152
Associate / JV / Minority	0	11	(11)	(3)		1	(10)
<b>Net Profit</b>	<b>263</b>	<b>56</b>	<b>260</b>	<b>(297)</b>	<b>367%</b>	<b>163</b>	<b>207</b>

Note:

Exceptional Items (net):

Q4: Includes write-off trade receivables (Apparel Business) – ₹. 99 Cr; interest subsidy receivable on TUF loan written-off ₹. 12 Cr

FY22 : Includes gain on exchange of land surrendered in lieu of development rights , provision towards discount sharing with customers (trade receivables) and write-down of inactive category of inventories in Apparel

## Segment Results – Q4FY22

Post Ind AS 116	Revenue			EBITDA		EBITDA %	
Particulars (₹ Cr)	Q4FY22	Q4FY21	Y-o-Y%	Q4FY22	Q4FY21	Q4FY22	Q4FY21
Branded Textile	886	722	23%	201	163	22.7%	22.6%
Branded Apparel	279	175	59%	31	(19)	11.0%	(10.7%)
Garmenting	213	126	69%	7	(3)	3.5%	(2.3%)
High Value Cotton Shirting	175	133	31%	15	20	8.5%	14.7%
Engineering	205	189	8%	34	37	16.4%	19.6%
Real Estate	321	54	495%	56	14	17.4%	25.0%
Others #	(46)	8		15	(15)		
<b>Raymond Consolidated</b>	<b>2,032</b>	<b>1,407</b>	<b>44%</b>	<b>358</b>	<b>197</b>	<b>17.6%</b>	<b>14.0%</b>

\* Engineering business is aggregation of JK Files & Engineering Ltd, JK Talabot Ltd and Ring Plus Aqua Ltd (RPAL)

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

## Segment Results – FY22

Post Ind AS 116	Revenue			EBITDA		EBITDA %	
Particulars (₹ Cr)	FY22	FY21	Y-o-Y%	FY22	FY21	FY22	FY21
Branded Textile	2,789	1,572	77%	492	164	17.6%	10.4%
Branded Apparel	891	457	95%	43	(125)	4.8%	NA
Garmenting	725	549	32%	47	19	6.5%	3.5%
High Value Cotton Shirting	572	258	122%	60	4	10.5%	NA
Engineering	812	541	50%	123	83	15.1%	15.3%
Real Estate	707	141	402%	147	22	20.8%	15.6%
Others #	(149)	130		(30)	(32)		
<b>Raymond Consolidated</b>	<b>6,348</b>	<b>3,648</b>	<b>74%</b>	<b>881</b>	<b>135</b>	<b>13.9%</b>	<b>3.7%</b>

\* Engineering business is aggregation of JK Files & Engineering Ltd, JK Talabot Ltd and Ring Plus Aqua Ltd (RPAL)

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



**Key Focus Areas**

# Key Focus Areas



## Cost Rationalization

- Continued focused on optimizing operating expenses
- A&SP, Marketing, SG&A and Rentals



## Liquidity Management

- Focus on working capital management
- Monitoring inventory levels and collection from customers



## Digital Imperatives

- Exclusive Merchandise for Online
- Fasten Omni Channel integration
- Inclusive planning with e-com players



## Go to Market

- New Product & Range Development
- On time availability of new range of products

## Cost rationalisation

Particulars (₹ Cr)	Q4FY22	Q3FY22	Q4FY21	FY22		Pre-Covid Levels	
				FY21	Q4FY20	FY20	
Employment Cost	247	227	180	880	674	234	996
A & SP	32	41	25	122	59	47	240
Others expenses	227	210	203	753	588	270	971
<b>Total Opex</b>	<b>506</b>	<b>478</b>	<b>408</b>	<b>1,754</b>	<b>1,320</b>	<b>551</b>	<b>2,207</b>
Interest Cost	57	57	61	228	276	72	303
<b>Total Cost</b>	<b>563</b>	<b>535</b>	<b>469</b>	<b>1,982</b>	<b>1,596</b>	<b>623</b>	<b>2,510</b>

Reduction vs Pre-covid levels

10%

21%

***Continued focus on cost optimization enabled reduction in operating costs & interest in FY22 by ₹ 528 Cr (lower by 21%) as compared to pre-covid levels of FY20***

*\*Others include commission, freight, outsourcing cost, admin overheads and other expenses*



## Net Debt reduction while maintaining liquidity levels

- **NWC lower vs Dec-21** – led by improvement in overall management of debtors & creditors

Particulars (₹ Cr)	Mar'22	Dec'21	Mar'21	vs Dec'21	vs Mar-21
Net Working Capital	1,002	1,101	1,117	(99)	(115)

- **Cash flow in FY22:** Operating Cash Flow @ ₹ 677 cr and Free Cash Flow @ ₹ 380 cr

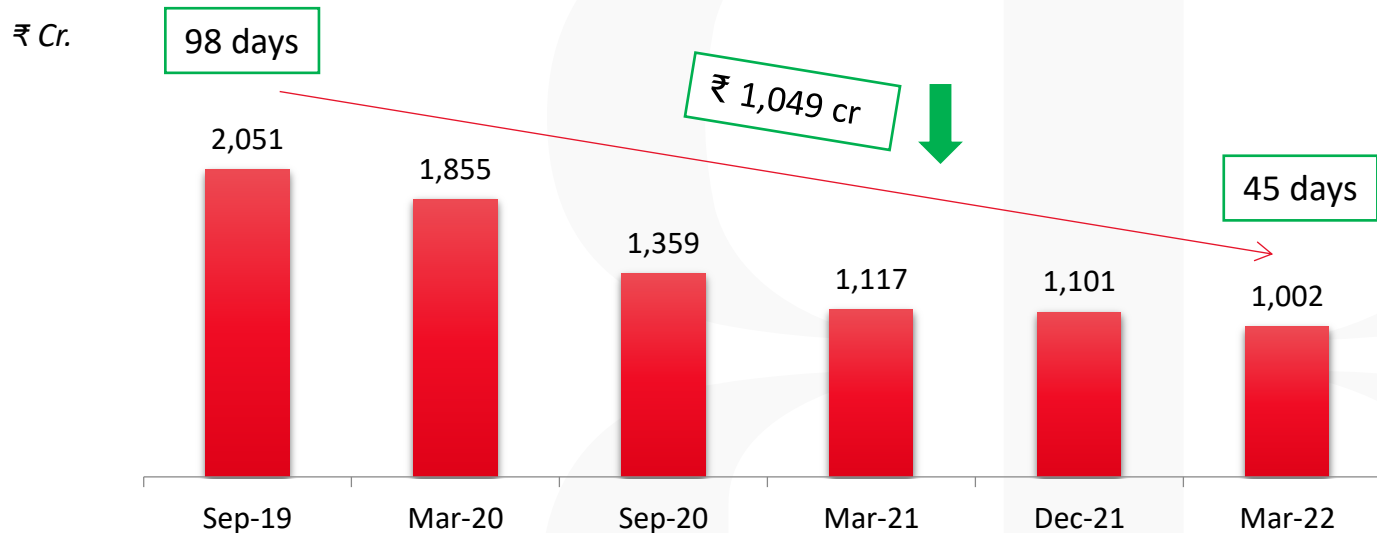
- **Net debt reduction** by ₹ 165 Cr. vs Dec'21 and ₹ 328 Cr. vs Mar'21

Particulars (₹ Cr)	Mar'22	Dec'21	Mar'21	vs Dec'21	vs Mar-21
Net Debt	1,088	1,253	1,416	(165)	(328)
Net Worth	2,436	2,176	2,179	260	257
Net Debt / Equity (X)	0.45	0.58	0.65		

- **Strong liquidity levels maintained with Increase in Cash & Cash Equivalents to ₹ 979 cr**

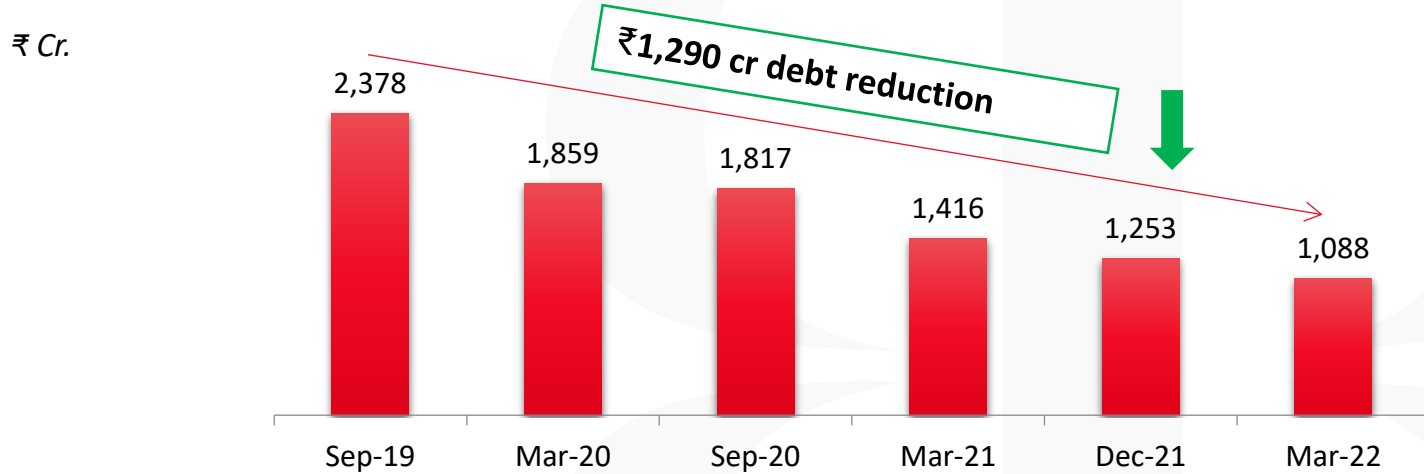
Particulars (₹ Cr)	Mar'22	Dec'21	Mar'21
Cash & Cash equivalents	979	872	660

## NWC days lower by over 50% from peak level



- **Key initiatives:** strong emphasis on collections and efficient inventory management & related production cycles
- NWC days reduced by over 50% to 45 days in Mar-22 from 98 days in Sep-19, while highest quarterly revenue achieved in Q4

## Net debt reduction by over 50% from peak level



- **Key Initiatives:** Focused revenue growth, cost optimization & effective working capital management generating FCF
- **Net debt reduction by ₹1,290 cr by:**
  - ₹ 940 Cr through FCF mainly generated during the pandemic impacted period of FY21 and FY22
  - ₹ 350 cr from land sale (Dec-19)
- **Improved net debt: equity ratio** from 1.10x (Sep-19) to 0.45x (Mar-22)
- **Improved debt structure (from 21% to 92%)** through refinancing with 3-10 yr. maturities of long term debt

# Digital Imperatives: The new norm of business

## Online Services

### Home Assist & MTM Concierge

- Shubharambh designer services to cater to wedding shopping

### Made-To-Order (MTO)

- Expanded MTO to Denims with personalization & continuation

## Fasten Omni Channel Integration

- Over 250+ brand EBO leveraging endless aisle to address sale loss due to sizes & designs stocking
- Exclusive merchandise for online

## Strengthening 3rd party tie-up

- Integrating AI based recommendation for personalisation
- Aggressive play on e-commerce marketplaces with **over 2x options** made available online
- Over 20K+ designs across brands

## Own Website

- Revamped own website and launched: [MyRaymond.com](https://MyRaymond.com)
- 100+ of EBO inventory listed on-line to offer omni channel sales
- Focus on expanding MTO orders from shirts and Denims serviced across India

# Go to Market Initiatives - Fabric

## Stretch and Sustainable Collection - Suiting



The Stretch Story |

**SPANAX**



Max Comfort



Shape Retention



The Sustainable Way |

**SUSTAINOUVA GOLD**

- **'SPANAX'** combines unique solution of comfort & performance and offers two variations: Multi-directional stretch and Weft-stretch
- Sustainouva Gold, an innovative bio-degradable fabric

## Vibez Collection – B2C Shirting



**raymond**  
**VIBEZ**  
A STORY IN PRINTS

- Latest collection of vibrant shirting fabrics titled **'Vibez'**
- Collection available across cotton, linen & various blends

# Go to Market Initiatives - Apparel

## New range portfolio



- Advanced flexi and auto fit range
- Premiumization of the Products
- Enhancing Formals range - Wrinkle Free and Creaseless

## Sustainable Collection



- Sustainable fashion

## Upcoming trends



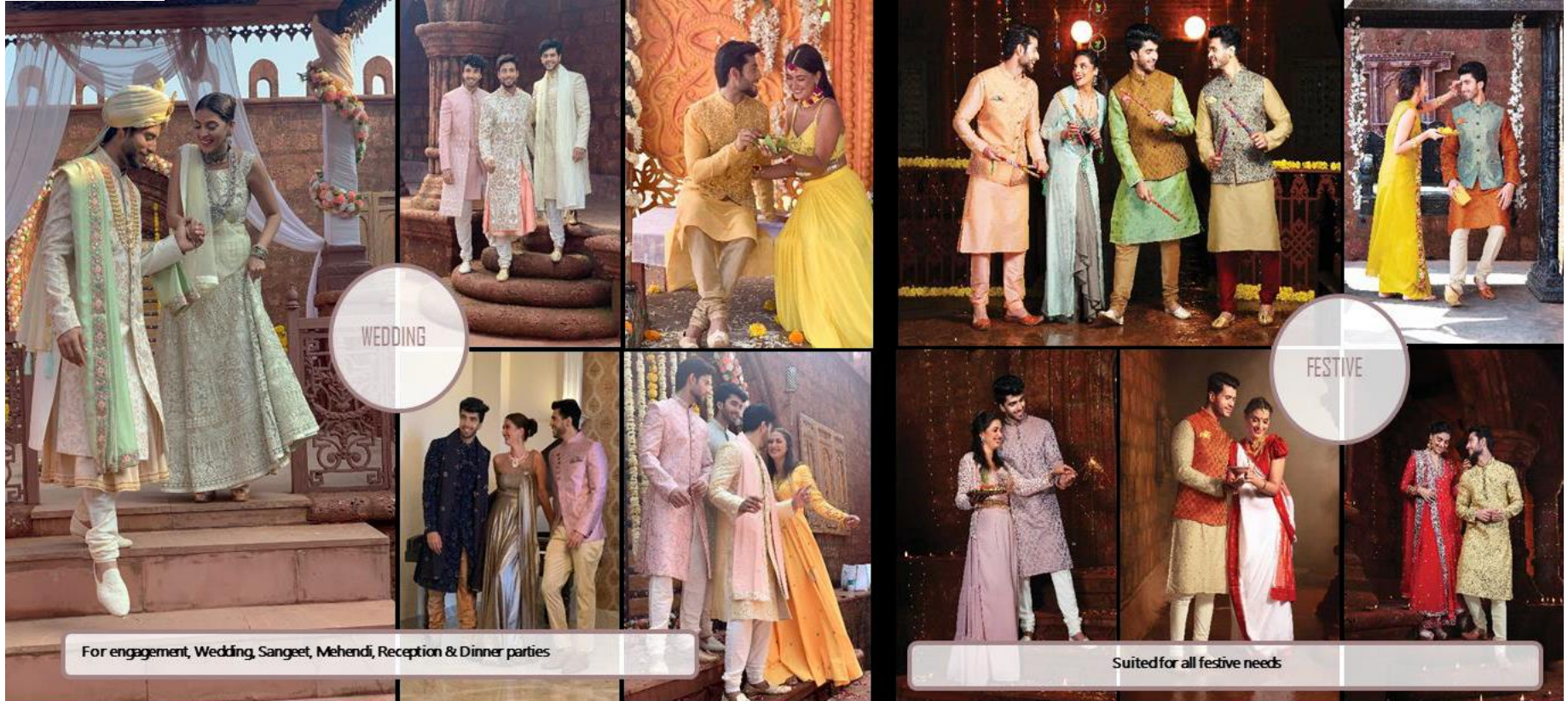
- Active formal workwear in knit bases



# Ethnics range for targeted Occasion

ethnix  
by raymond

raymond




WEDDING

FESTIVE

For engagement, Wedding, Sangeet, Mehendi, Reception & Dinner parties

Suited for all festive needs

# Parx Hunt Season 5



**India's Best College Band Season 5**

120 Colleges  
60+ City/Town  
5 Lakh+ Student outreach:  
Onground  
25 Lakh+ Reach: Online



## WEEKEND JOURNAL

**WERES FERRIS.**

Having their playing to a lesser full of their energy to their name, Parx and Monkeys competed against their regional opponents to become the overall champion of the 2019 Parx Hunt Season 5. The Parx Hunt Season 5 was a chance to perform at the Parx Hunt Festival in Bangalore in November this year. This year 120 colleges from all over India participated in the hunt of national champion. Parx Hunt Season 5 had a lot of musical energy, having an on-site and a live band and a live band. Parx Hunt Season 5 had a lot of musical energy, having an on-site and a live band and a live band.

**ON A MUSICAL HIGH!**

Shilong's *Rum and Monkeys*, who recently won a country's biggest college band competition *Parx Hunt* recently made headlines for their performance at the Parx Hunt Season 5. The band has been a part of the Parx Hunt Season 5. The band has been a part of the Parx Hunt Season 5. The band has been a part of the Parx Hunt Season 5.







**Segment Financials**

**Raymond**

The Complete Man



**Branded Textile**

## Branded Textile

Particulars (₹ Cr)	Q4FY22	Q4FY21	% Var.	FY22	FY21	% Var.
Net Sales	886	722	23%	2,789	1,572	77%
EBITDA	201	163		492	164	
EBITDA margin	22.7%	22.6%		17.6%	10.4%	

- **Branded Textile** segment sales reported **strong growth of 23%** in Q4F22 vs PY
  - Growth witnessed across primary channels & retail store network driven by strong momentum in secondary sales led by wedding related purchases and higher footfalls in retail outlets
  - Sales also picked up in primary channels due to upcoming wedding season
- Achieved **EBITDA margin of 22.7%**, mainly driven by higher realizations and operational efficiencies





**Branded Apparel**

## Branded Apparel

Particulars (₹ Cr)	Q4FY22	Q4FY21	% Var.	FY22	FY21	% Var.
Net Sales	279	175	59%	891	457	95%
EBITDA	31	(19)		43	(125)	
EBITDA margin	11.0%	NA		4.8%	NA	

- **Branded Apparel** segment recorded a robust sales growth of 59% in Q4F22 vs PY
  - Strong consumer demand for our brands driven by resumption of offices, social gatherings and upcoming wedding season
  - Growth was witnessed across all channels including online
- **Reported EBITDA margin of 11.0%**, compared to EBITDA loss in the previous year mainly due to better sales and continued operational efficiencies





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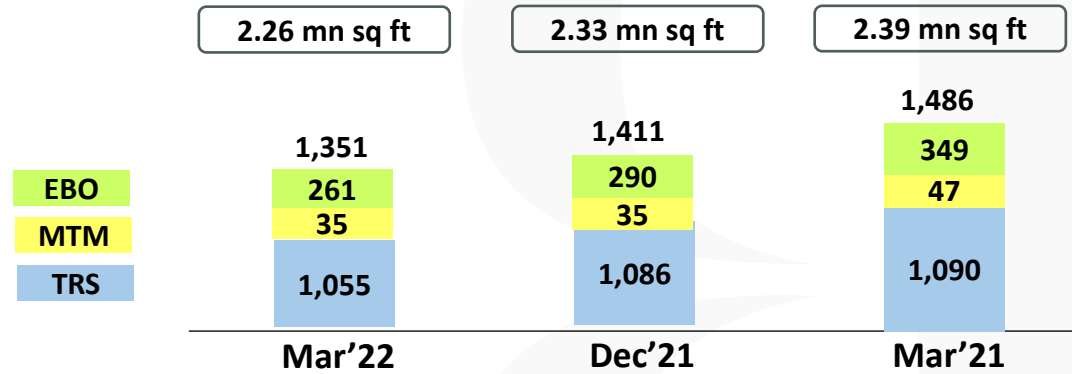
"Over 100 styles  
One colour"



Raymond  
WHITES  
SHIRTS

**Retail Network**

# Exclusive Retail Network



- High consumer footfalls across 1,351 store network of TRS and EBOs
- TRS network witnessed ~14% growth in average transaction value (ATV) in Q4FY22 vs. previous year



**Garmenting**



## Garmenting

Particulars (₹ Cr)	Q4FY22	Q4FY21	% Var.	FY22	FY21	% Var.
Net Sales	213	126	69%	725	549	32%
EBITDA	7	(3)		47	19	
EBITDA margin	3.5%	NA		6.5%	3.5%	

- **Garmenting segment** reported a buoyant sales **growth of 69%** in Q4F22 vs PY
  - Driven by high demand from existing customers in US & Europe markets and new customer acquisitions
- **EBITDA margin for the quarter improved to 3.5%**, versus EBITDA loss in the PY , mainly due to higher utilization levels



**High Value Cotton Shirting**

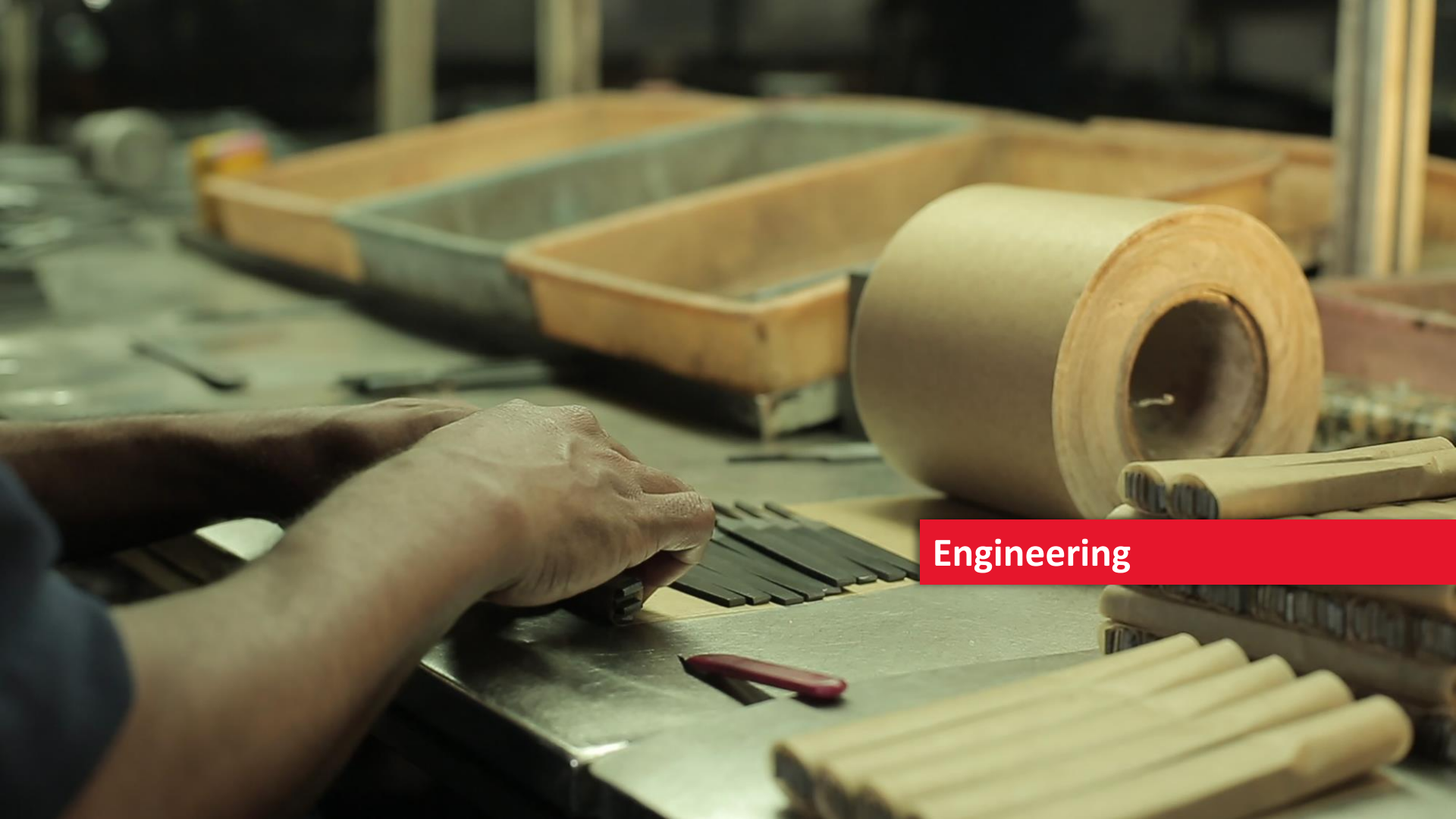
## High Value Cotton Shirting

Particulars (₹ Cr)	Q4FY22	Q4FY21	% Var.	FY22	FY21	% Var.
Net Sales	175	133	31%	572	258	122%
EBITDA	15	20		60	4	
EBITDA margin	8.5%	14.7%		10.5%	NA	

- **High Value Cotton Shirting** segment sales grew at a healthy 31%, led by higher demand of cotton fabric by our B2B customers
- EBITDA margin for the quarter at 8.5% mainly due to higher cotton prices

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





Engineering

# Engineering Business

Particulars (₹ Cr)	Q4FY22	Q4FY21	% Var.	FY22	FY21	% Var.
<b>Net Sales</b>	<b>205</b>	<b>189</b>	<b>8%</b>	<b>812</b>	<b>541</b>	<b>50%</b>
<b>EBITDA</b>	<b>34</b>	<b>37</b>		<b>123</b>	<b>83</b>	
<i>EBITDA margin</i>	<i>16.4%</i>	<i>19.6%</i>		<i>15.1%</i>	<i>15.3%</i>	

- On aggregate basis, the sales grew by 8% to ₹ 205 Cr as compared to ₹ 189 Cr in previous year. Sales growth was mainly driven in domestic and exports markets of US, Europe & Asia led by ring gears, drills and bearing categories.
- Lower EBITDA margin of 16.4% mainly due to increase in raw material price and freight cost which was partly offset by higher productivity and efficiencies

*\* Engineering business is aggregation of JK Files & Engineering Ltd, JK Talabot Ltd and Ring Plus Aqua Ltd (RPAL)  
The results shown above are for 100% operations and include minority interest*



**Raymond** | REALTY  
*Go Beyond*



## Project

## Project Details

## Q4 Highlights

### Raymond's maiden venture into Real Estate

- Overall 20 acres of residential development
- **TenX Habitat**
  - Total 10 towers and convenience retail with ~2.8 mn sq.ft of saleable area
  - Total units planned for sale: 3,143 | **2BHK: 2,503; 1BHK: 640**
- **Address by GS**
  - Total 2 towers with ~1.1 mn sq.ft of saleable area
  - Total units planned for sale: 570 | **4BHK: 186; 3BHK: 362, 5BHK & above: 22**
- **Maintains strong momentum in bookings** with 146 units in Q4 in TenX Habitat and 62 units in Address by GS project.
- **Cumulative bookings till Mar-22:** 1,909 units in TenX Habitat and 179 units in Address by GS Project

# Ten X Habitat - 3 towers to be delivered 2 yrs ahead of RERA Timeline

Aerial View - 1



Aerial View - 2



Reference Image – Central Amenities



Reference Image – Building Elevation





# The Address of GS – Construction in full swing

Reference Image – Building Elevation



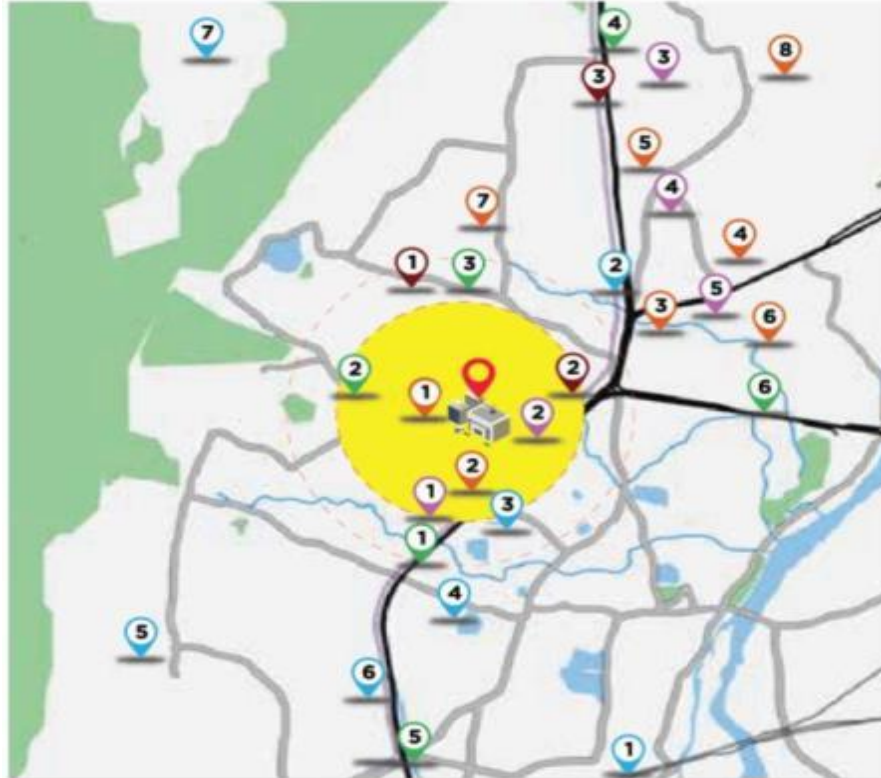
Tower A – Foundation work in progress



Tower B – Excavation work in progress



# Excellent Connectivity & Eco-system



<p><b>HOSPITAL</b></p> <ol style="list-style-type: none"> <li>1. Bethany Hospital</li> <li>2. Jupiter Hospital</li> <li>3. Titan Hospital</li> </ol>	<p><b>ROAD</b></p> <ol style="list-style-type: none"> <li>1. Eastern Express Highway</li> <li>2. Pokhran Road 1</li> <li>3. Pokhran Road 2</li> <li>4. Ghodbunder Road</li> <li>5. Teenhath Naka</li> <li>6. Mumbai - Nashik Highway</li> </ol>
<p><b>HIGH STREET - SHOPPING</b></p> <ol style="list-style-type: none"> <li>1. Korum Mall</li> <li>2. Viviana Mall</li> <li>3. R Mall (Thane)</li> <li>4. D-Mart</li> <li>5. Big Bazaar</li> </ol>	<p><b>CONNECTIVITY</b></p> <ol style="list-style-type: none"> <li>1. Thane Station</li> <li>2. Upcoming Metro line 4</li> <li>3. Cadbury Junction</li> <li>4. Thane Municipal Corporation</li> <li>5. Passport Seva Kendra</li> <li>6. Thane RTO</li> <li>7. Yeoor Hills</li> </ol>
<p><b>SCHOOLS</b></p> <ol style="list-style-type: none"> <li>1. Smt. Sunitidevi Singhania School</li> <li>2. Smt. Sulochanadevi Singhania School</li> <li>3. C.P. Goenka International School</li> <li>4. Holy Cross Convent High School</li> <li>5. Holy Trinity English High School</li> <li>6. Lodha World School</li> <li>7. Euro Kids</li> <li>8. Orchid International School</li> </ol>	<p><b>Legend</b></p> <ul style="list-style-type: none"> <li>Highway</li> <li>Road</li> <li>Railway Line</li> <li>Upcoming Metro</li> <li>Water Body</li> <li>Greenland / Park</li> </ul>

## Booking Update – KPI's

KPIs	TEN X				ADDRESS BY GS			
Particulars	9M FY22	Q4FY22	FY22	Till Mar'22	Q3FY22	Q4FY22	FY22	Till Mar'22
Number of booking	376	146	522	1909	117	62	179	179
Booking Value (₹ Cr.)	398	170	568	1887	252	148	400	400
Collections (₹ Cr.)	421	188	609	1091	11	30	41	41
Area (Mn Sq.ft.)	0.34	0.13	0.47	1.66	0.21	0.12	0.33	0.33

Particulars (₹ Cr)	Q4FY22	Q4FY21	% Var.	FY22	FY21	% Var.
Net Sales	321	54	495%	707	141	402%
EBITDA	56	14		147	22	
EBITDA margin	17.4%	25.0%		20.8%	15.6%	

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# Business Consolidation

# Update on Strategic Initiatives

**Consolidation of Engineering business**



**Synergy in:**

- Business Development
- RM Sourcing & Logistics
- Overall Administrative processes



**Done**

**Consolidation of B2C business incl. Apparel into Raymond Ltd**



**Synergy in:**

- Design & Innovation
- Sourcing
- Operational Efficiency



**Done**

**Subsidiarisation of Real Estate business**

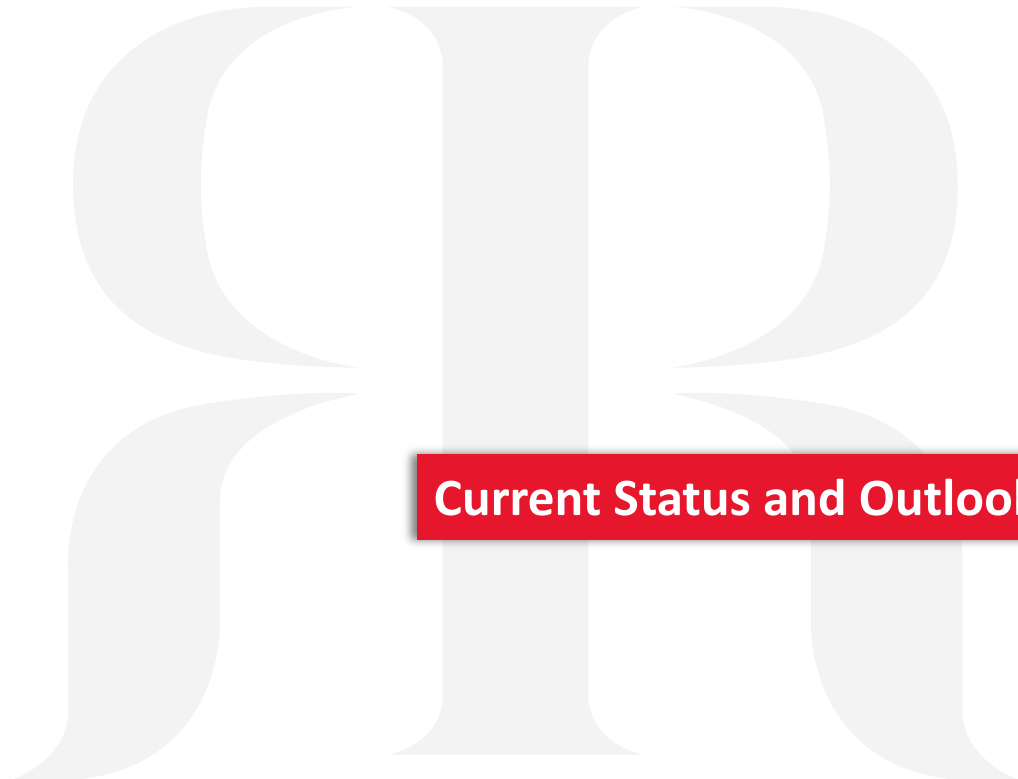


**Leads to:**

- Differentiated Focus
- Ability to seek growth capital



**In Process**



**Current Status and Outlook**

# Current Status of Operations & Outlook



Company expects to be on profitable growth momentum



**Domestic Market:** Overall consumer sentiments are positive with summer wedding season, social gatherings



**Exports market:** momentum in B2B businesses of Garmenting & Engineering with healthy order flow



**Real Estate:** Construction activity in full swing in compliance with all the relevant guidelines



Closely monitoring rising input prices and inflation



**Continued focus on liquidity** management through cost reduction initiatives and NWC optimization



Aim to become a **net debt free** company in next 3 years

## Chairman & Managing Director on Q4FY22 performance



**Gautam Hari Singhania**  
Chairman and Managing Director

*“I am happy to announce that the company delivered a very strong quarterly performance consecutively in two quarters. Capitalizing on the strength of the brand along with our expansive network, we leveraged the growing demand both in domestic and international markets through wide range of product offerings.*”

*We have witnessed demand recovery across all our businesses to pre-covid levels and with our effective cost management, we have delivered highest profitability for the quarter and the year. With strong focus on deleveraging, through profitability and working capital management, we have generated free cashflows which has reduced the net debt by ~40% in last two years despite the pandemic.”*





**Company Overview**

# 95+ year old diversified group with strong presence across sectors



### Suiting



### Shirting



### Apparel



### Retail Presence



### Garmenting



### Engineering



### Real Estate



### Denim



### FMCG



## Trust

- One of India's most trusted textile & apparel brands with near 100% awareness
- Strong relationships with stakeholders over last 9 decades



## Quality

- Recognized for its innovation and high-quality product offerings
- Loyal consumer base spanning domestic and international markets



## Excellence

- Leadership in different product categories
- Crafting world-class offerings and delivering a delightful service experience

# Group Overview

- Group Size**
  - Revenue size of ~ ₹ 8,000 Cr
- Manufacturing**
  - State-of-the-art 19 manufacturing facilities at strategic locations in India and 1 in Ethiopia
- Employment**
  - Workforce of 30,000+
- Reach**
  - Wide reach in 600+ towns & cities in multiple businesses in India
  - Global footprint in 90+ countries

*Note: Aggregated revenues of Raymond consolidated along with FMCG associate and Denim JV. Workforce includes frontline and plant staff*

# Raymond Group led by



**Gautam Hari Singhania**  
Chairman and Managing Director  
Raymond Ltd



**S L Pokharna**  
Director - Raymond Ltd



**Rajeew Bakshi**  
Non Executive Chairman  
Raymond Consumer Care Ltd  
Ex – Metro, Pepsi and Cadbury



**Ravi Uppal**  
Non Executive Chairman  
JK Files & Engineering Ltd & its subsidiary RPAL  
Ex – L&T, JSW  
Currently – CMD of Steel Infra Solutions P. Ltd.

# Management Team



**S L Pokharna**  
Director - Raymond  
Ltd.



**Amit Agarwal**  
Group CFO  
Ex- JSW, Jet Airways,  
Essar Group



**K A Narayan**  
President – HR  
Ex- Wockhardt



**Jatin Khanna**  
Head – Corporate Development  
Ex- Max Financial Services



**Sunil Kataria**  
CEO – Lifestyle  
Ex- Godrej Consumer  
Products



**Balasubramanian V**  
MD – JK Files & Engineering Ltd  
Ex- Eaton Industrial, Bosch Chassis



**Hemant Lakhotia**  
CEO – Tools & Hardware  
Ex- Schneider Electric,  
Crompton Greaves



**Harmohan Sahni**  
CEO – Realty  
Ex- ECL Finance  
Gcorp Developers



**Arvind Mathur**  
CEO - Denim  
Ex- Coats Plc



**Sudhir Langer**  
CEO - FMCG  
Ex- Tata Global Bev.,  
Reckitt, Colgate



# Commands Market Leadership across our Businesses



## Suiting

~65% market share in  
worsted suiting



## Shirting

Largest Branded player in  
shirting fabrics



## Apparel

Amongst top 3  
menswear players



## Garmenting

Largest exporter of men's  
suits, jackets & Denim



## Engineering

#1 brand in steel files:  
>60% market share in India  
>50% market share in Africa

#1 in ring gears in  
domestic PV & CV auto  
markets



## Denim

Leading Manufacturer of  
International Brands



## FMCG

Market leader in Aerosol  
in Fragrances



# Manufacturing Excellence

## Fabric & Garmenting

### Suiting



Manufacturing world's finest fabric  
250s – worsted suiting

### Shirting



Manufacturing world's finest fabric  
340s – cotton fabric  
150 lea linen fabric

### Denim



Manufacturer of high quality denim fabrics & garments to top Global & Indian brands

### Garmenting



End to end integrated garment manufacturer of high value menswear clothing

100 mn+ meters of fabric & ~11 mn garmenting capacity p.a.

Plants strategically located:

Cotton Rich Belts

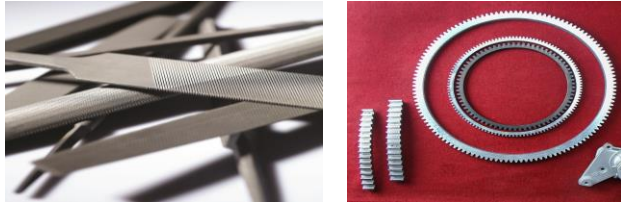
Weaving clusters

Skilled workforce

# Manufacturing Excellence

## Engineering, FMCG & Real Estate

### Engineering



**#2 Global supplier of Steel Files**  
**One of the leading global players in Ring Gears**

- End to end manufacturing solutions provider for files & drills
- Sole manufacturer of Flex Plates in India

#### Aggregate Capacity:

- Files – 7.4 mn dozens
- Drills – 13.2 mn units
- Ring Gears - 8.2 mn units
- Flex plates – 0.6 mn units
- Water pump – 3.9 mn units

### FMCG



**Amongst the top player in India's Sexual wellness category**

#### Aggregate Capacity:

~400 mn pieces

### Real Estate



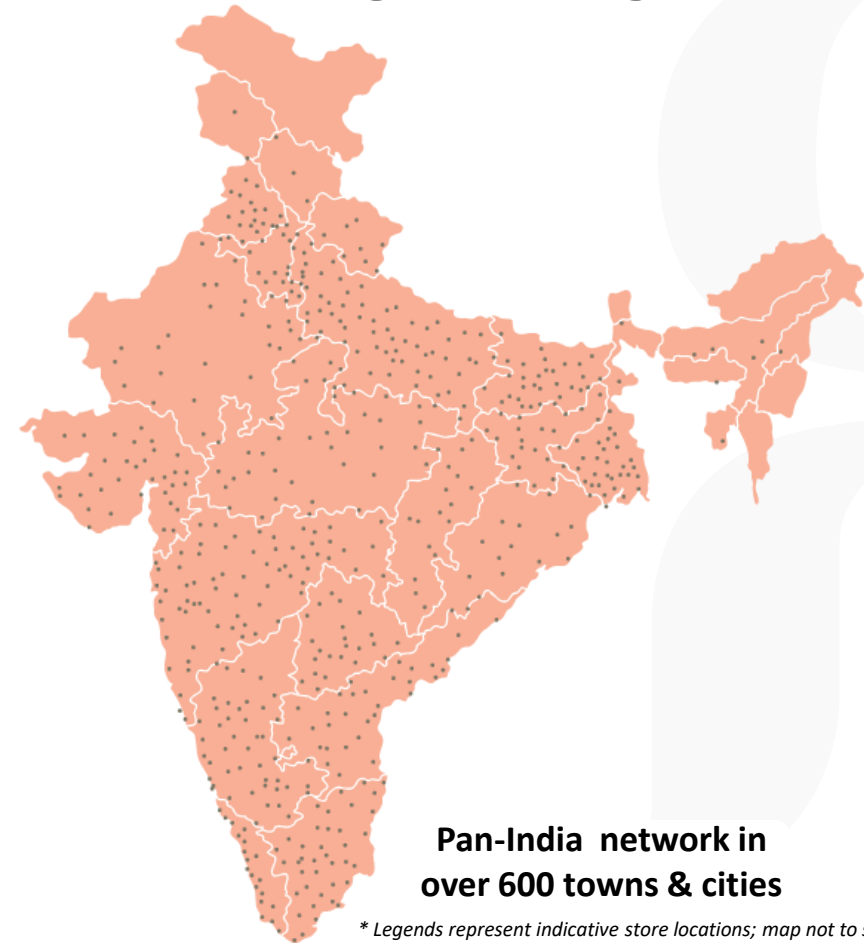
- Fast paced construction activity
- Acceptance of design

#### Total Inventory:

**Ten X:** ~3,150 units  
**The Address by GS:**  
570 units

## Domestic presence

One of the largest asset-light distribution network in multiple businesses



*\*Legends represent indicative store locations; map not to scale*

Branded  
Textiles

20,000+ POS

Branded  
Apparel

8,000+ POS

Retail  
(2.3 mn sq. ft)

1,350+ stores | ~80% franchisee

Engineering

~1.5 lakh POS

FMCG

6.5 lakh+ POS

# International Presence

## Global Footprint in 90+ Countries through diversified businesses



Overseas Store Location



Manufacturing Location

*\* Legends represent indicative store locations; map not to scale*

# Our Brands - Home grown portfolio of renowned brands with high recall value



## Branded Textile



## Branded Apparel



## FMCG



## Real Estate



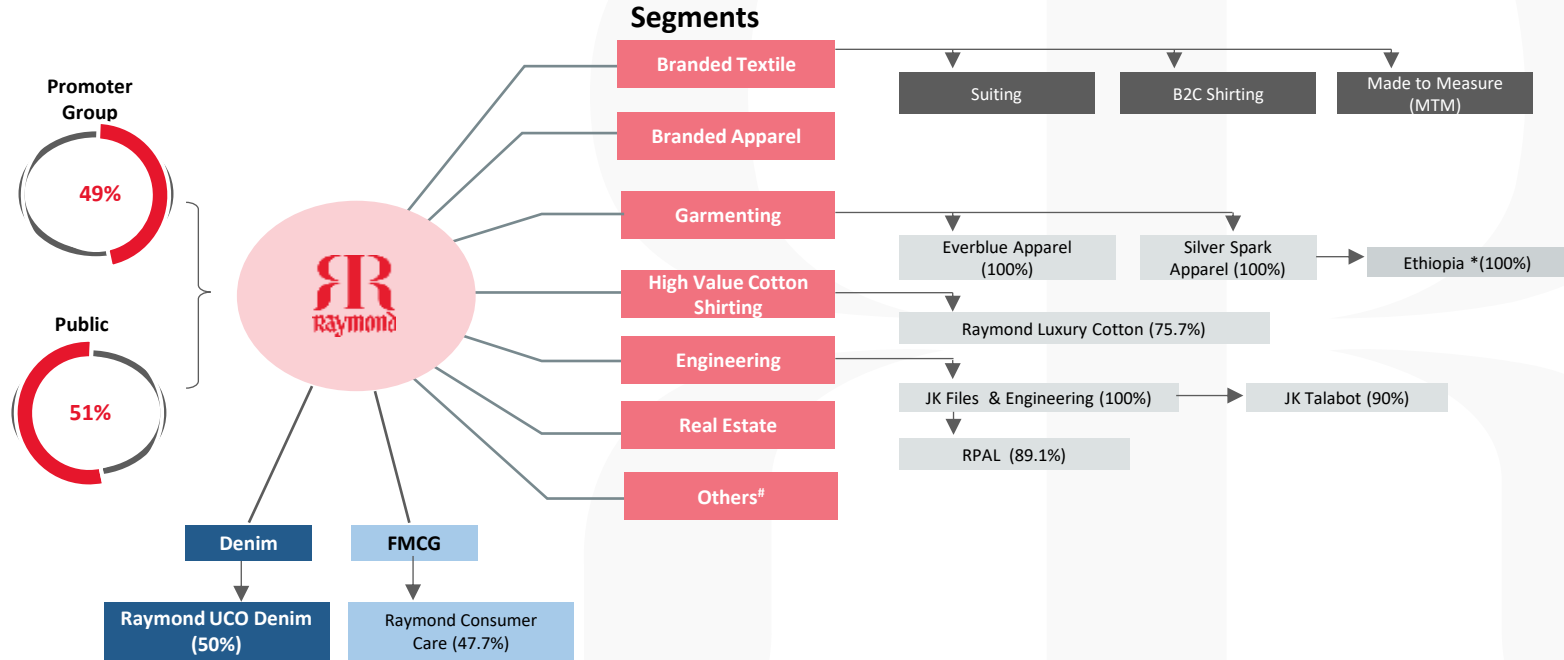
## Engineering



**Umbrella Brand**

*Presence in Africa & Asia through multiple sub-brands*

# Raymond Group at a Glance



(1) Raymond shareholding pattern as of 31<sup>st</sup> March 2022 as per BSE

(2) Legend: ■ Division ■ Associate ■ Subsidiary ■ Business Segment ■ Joint Venture

\* Silver Spark Apparel Ethiopia Plc | <sup>#</sup>Includes Non-Scheduled Airline operations

Note: The structure includes key companies & operating businesses only

**Thank You**

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

