RAYMOND LIMITED

Q3’FY24 RESULT PRESENTATION

31st December 2023

Achieved New Milestone with Highest Quarterly Revenue & EBITDA

HIGHEST EVER QTR.

REVENUE
₹2,450 Cr.
YoY Growth **11%**

Led by **Branded Apparel** & **Real Estate**

EBITDA
₹426 Cr.
YoY Growth **22%**
Margin 17.4%

Reported **Highest Ever EBITDA** in a Quarter

PAT
₹184 Cr.
YoY Growth **93%**
Margin 7.5%

Reported **Highest PAT in Third quarter**

Quarterly Operating Highlights

65
New Stores Opened

Led to strong **Revenue Growth** of **20%** in Branded Apparel segment

100th
Ethnix by Raymond

Opened **100th** '**Ethnix by Raymond'** Store

₹428 Cr.
Booking Value in Real Estate

Strong performance with the booking of **252 Units**

RECENT DEVELOPMENTS

Lifestyle
Demerger Update

- **SEBI approval** already in place
- Shareholder meeting on **26th Feb 24** for approval of Demerger.

Real Estate
JDA Project

Signed **two new JDA** projects during the Quarter

Engineering
Acquire 59.25% of MPPL Business

Forays into Sunrise sectors of **Aerospace, Defense** and **EV Components Business**.

Ensuring Net Debt-Free Position at Group Level

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Q3FY24 HIGHLIGHTS

Market Update

DOMESTIC MARKET

Retail Market

- The quarter started on a strong note with Navratri in October followed by Diwali in November
- Post Diwali festive demand could not sustain, and market witnessed subdued consumer demand
- Discretionary spending impacted primarily due to inflationary pressures

Residential Market

Residential real-estate continued to demonstrate sustained demand.



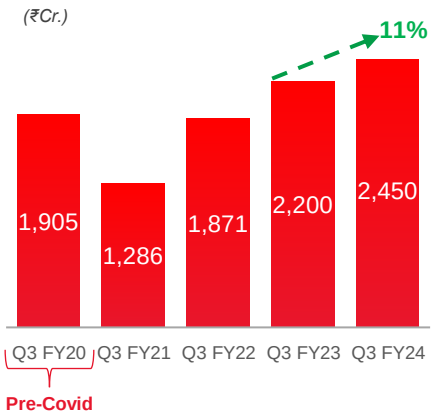
EXPORTS MARKET

- US, UK & Europe: Order book remained healthy for formal wear category in garmenting inspite of significant challenges of global inflation.
- **Demand levers:** China+1 strategy adoption and consolidation of vendors by major brands, coupled with favorable currency (US$).

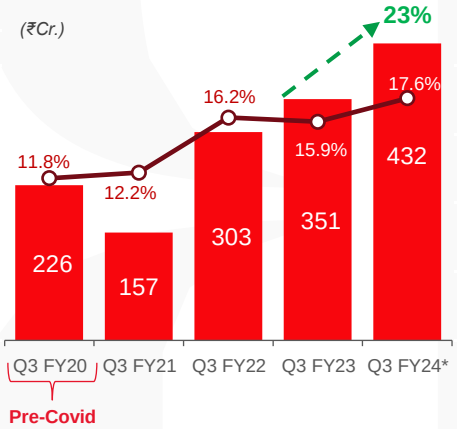
Q3FY24 — Continued Momentum for Profitable Growth

With record Revenue and EBITDA performance

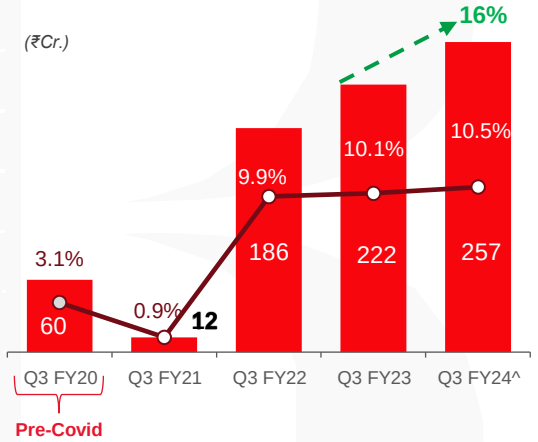
REVENUE



EBITDA & Margins (%)



PBT & Margins (%)#



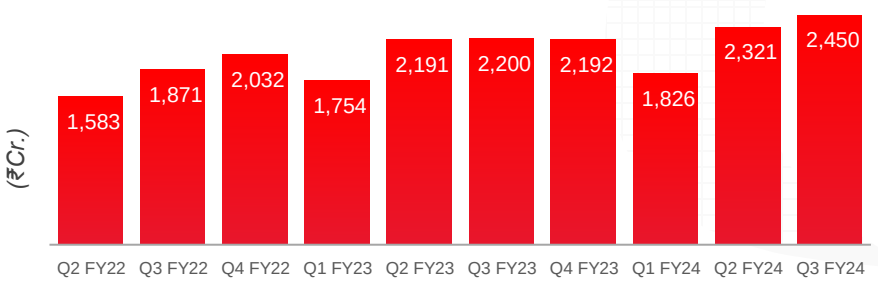
Compared to pre covid period of Q3FY20:

- **Delivered 29% growth in Revenue with internal drive on operational efficiency supported by effective working capital management and deleveraging initiatives led to doubling the EBITDA and Quadruple Profit before Tax**

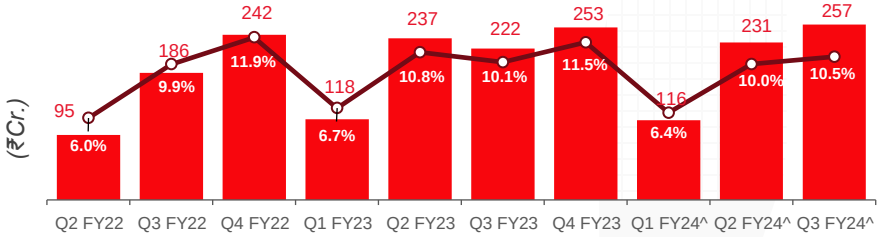
** Q3FY24: EBITDA before ESOP expenses. Post ESOP expenses the Reported EBITDA is ₹426 Cr.*
 # PBT before exceptional item in all periods
^ Excluding ESOP expenses of ₹~₹5.5 Cr.

10th Consecutive Quarters of Robust and Consistent Performance

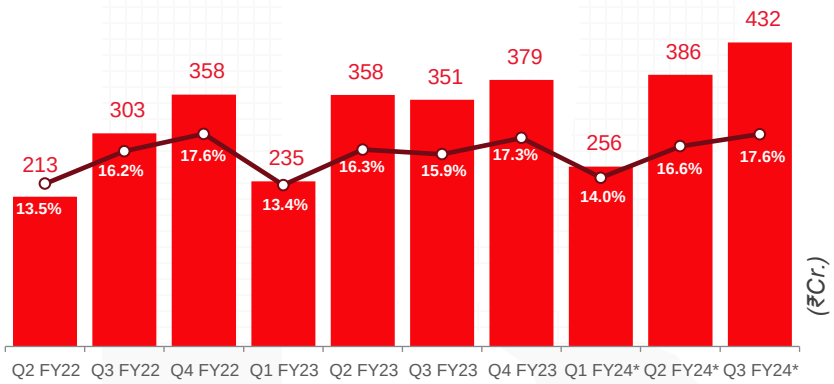
REVENUE



PBT & Margins (%)#



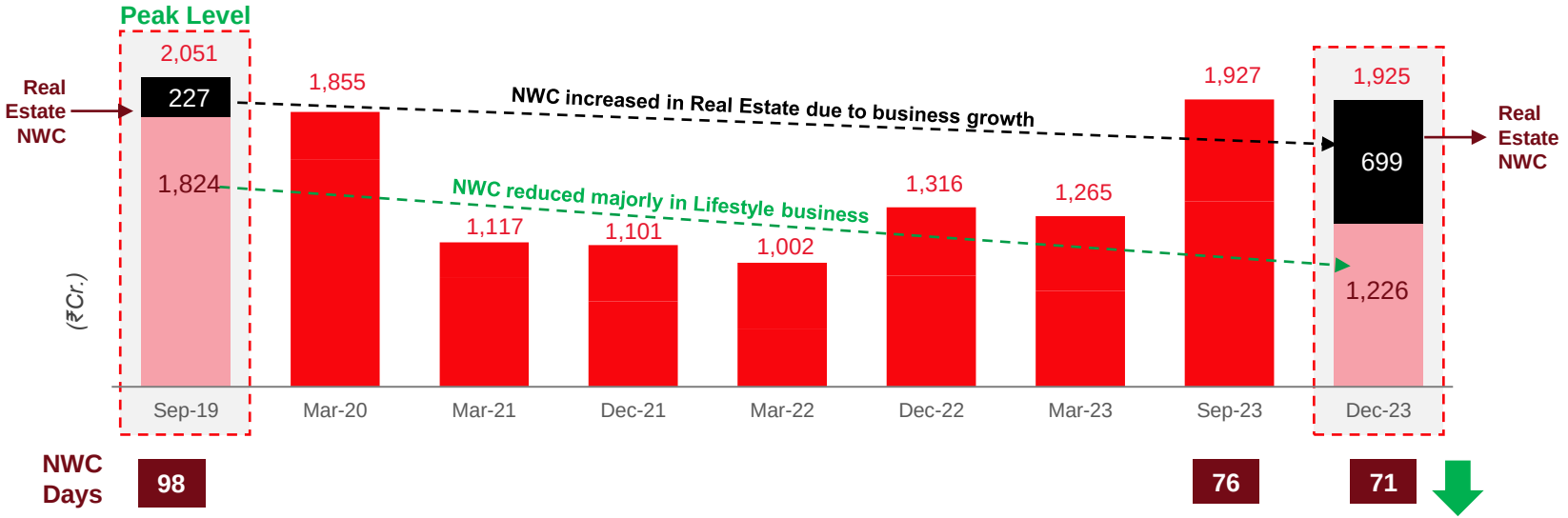
EBITDA & Margins (%)



Consistently delivering strong performance in terms of revenue and profitability in a subdued consumer demand

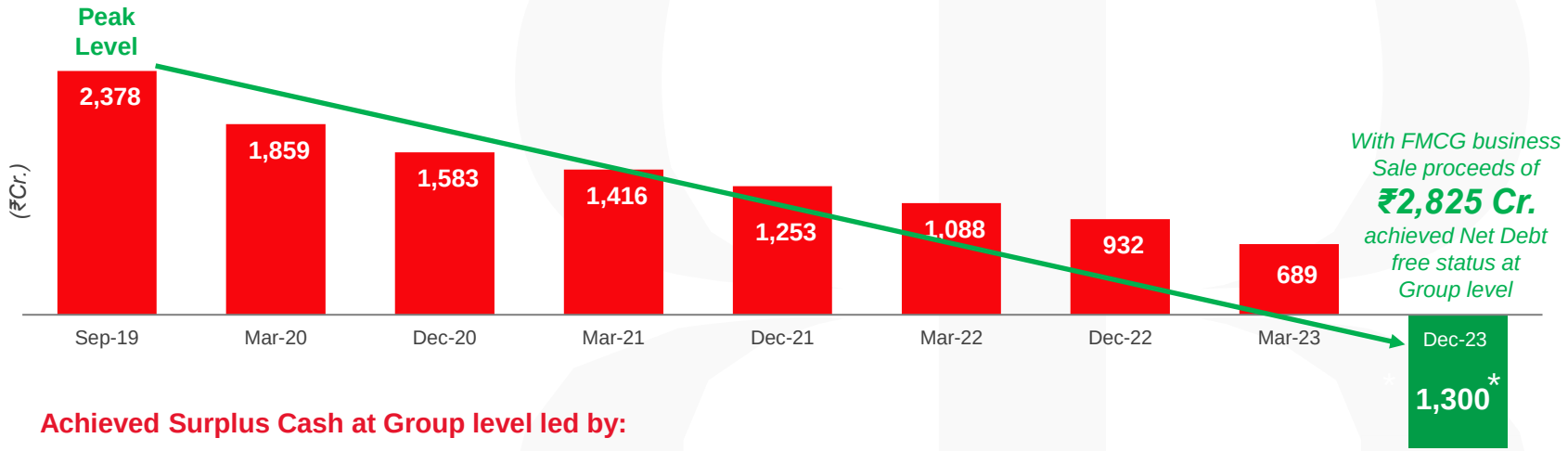
** Q1FY24, Q2FY24 & Q3FY24: EBITDA before ESOP expenses. Post ESOP expenses the Reported EBITDA is ₹252 Cr, ₹382 Cr & ₹426 Cr respectively*
 # PBT before exceptional item in all periods
^ Excluding ESOP expenses of ~₹ 4 Cr in Q1FY24 ~₹4 Cr in Q2FY24 & ~₹5.5 Cr in Q3FY24

Continued Focus on Optimizing NWC



- **Key Initiatives:** Strong emphasis on collections and efficient inventory management and related production cycle
- **NWC lower** in Dec-23 on QoQ due to:
  - **Lifestyle:** Decrease in NWC due to reduction in inventory and receivable
  - **Real Estate**: Increase in NWC due to investments in new projects including approval cost

Net Debt Free 2 Years Ahead of Stated Guidance



Achieved Surplus Cash at Group level led by:

- ~₹1,350 Cr. through FCF generated during the period of FY21-FY23
- ₹350 Cr. from land sale in Dec-19
- ₹2,825 Cr. from sale of FMCG business, with estimated after-tax realization of ~₹2,200 Cr. in May-23.

Key Initiatives: Focused revenue growth, cost optimization & effective working capital management generating FCF

** Group surplus cash based on aggregation of Net debt/ (Surplus) of consolidated Raymond Limited and Raymond Consumer Care Ltd.*

Strategic INITIATIVES UNDERTAKEN

Strategic Initiatives Undertaken

STRENGTHENING THE CORE (FY21-23)

- Reset the Business model during Covid
- Established Real Estate Business
- Sustainable Annualized Opex Cost Savings (~₹400 Cr.)
- Effective Working Capital Management
- Continued Net Debt Reduction

RECENT VALUE UNLOCKING & GROWTH INITIATIVES in FY24

- **Selling** of FMCG Business
- **Demerger*** of Lifestyle Business
- **Shaping Scalable** Real Estate Business
- **Engineering Business** forays into sunrise sectors of Aerospace, Defense and EV Components Business **by Acquisition* of MPPL Business**

Raymond Group: 3 Vector of Growth

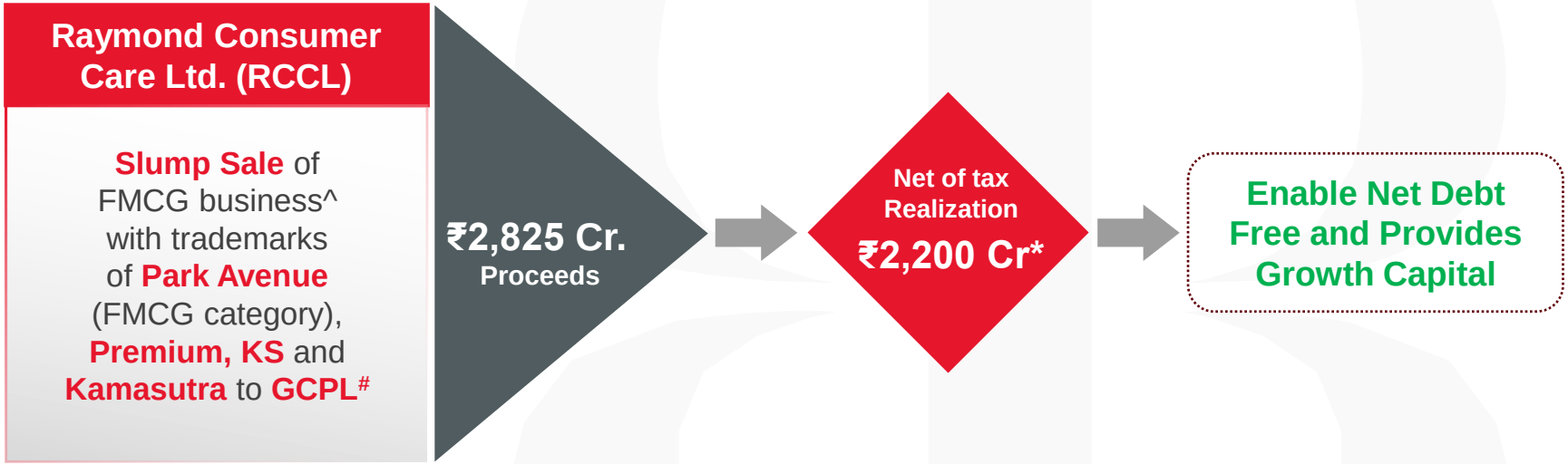
Lifestyle | **Real Estate** | **Engineering**

Continues to Remain **Net Cash Surplus**

** In progress and Subject to regulatory approvals*

Deleveraging Action: Selling of FMCG Business

Enable Net Debt Free and Provides Growth Capital



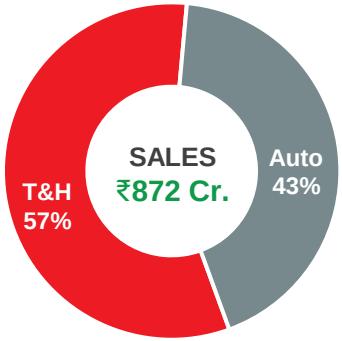
- The consideration for the **sale of FMCG business** to GCPL has been received as on **8th May 2023**
- Sale proceed of **₹2,825 Cr**. with estimated after-tax realization of **~₹2,200 Cr.**
  - Raymond Limited issued NCD of ₹1,700 Cr. to RCCL to facilitate the repayment of external debt of ₹1,029 Cr. in Q1'FY24
  - Remaining Cash and Cash Eq. in Raymond Ltd. and **RCCL invested** in liquid investments

^ RCCL retained its condom manufacturing facility and continues to do contract manufacturing in Aurangabad, Maharashtra for both domestic and international markets
 # Godrej Consumer Products Ltd.

Engineering — Building a Stronger Scalable Combined Business

Our strategy is significantly boosted by this acquisition

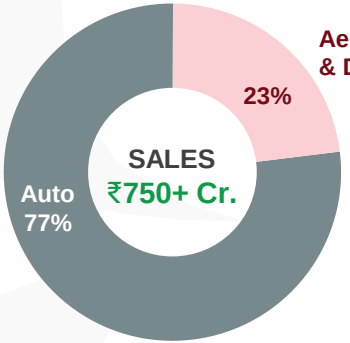
JKFEL



EBITDA: ₹123 Cr.

+

MPPL



EBITDA: ~₹97 Cr.

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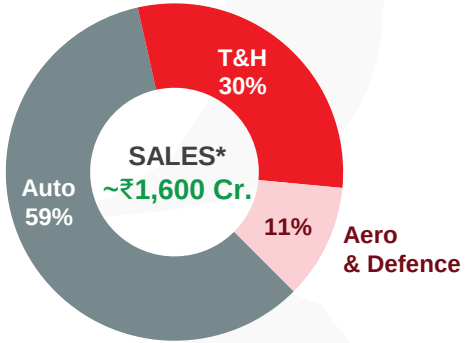
Combined Entity 'Newco'#



EBITDA*: ~₹220 Cr.

Supplying products to the top **10 Global Auto OEMs** with more than **60% revenue** from export business

Complementing Customers to Scale up Auto Component Business

Caters to Tier 1 Mfg. across Aerospace, Defense, Auto and industrial businesses

Way Forward
Revenue: High Teens Growth
EBITDA: Over 20% growth

MAKE IN INDIA

**Proforma FY23 Sales*

Combination of two highly
Complementary Engineering Companies
Led by MPPL founder Mr. Gautam Maini

#Business of JK Files along with RPAL, and MPPL to be merged in 'Newco' (Subsidiary of Raymond Ltd.)

Primed for Growth

3 Distinct Vectors of Growth

RAYMOND GROUP

3 Distinct Vectors of Growth

RCCL
To be a listed Lifestyle Company

1 Lifestyle

₹6,550 Cr.
Aggregate Sales in FY23

- Branded Textile
- Branded Apparel
- Garmenting
- High Value Cotton Shirting

Raymond Ltd.
(Existing Listed Company)

Real Estate 2

~₹1,115 Cr.
Sales in FY23

- Thane land Development
  - **₹25,000 Cr**+ Revenue Potential
- JDA in MMR Region:
  - 3 Joint Development Projects
  - **₹5,000 Cr**+ Revenue Potential

3 Engineering Business

~₹1,600 Cr.
Proforma Revenue in FY23

- Tools and Hardware
- Auto Component
- Aerospace and Defense
- EV Components
  (**~₹1,600 Cr.** Revenue in FY23)

Demerger* will result into two independent net debt free listed entities of pure play B2C focused Lifestyle and Real Estate businesses with significant liquidity surplus at the Group level to spur future growth.

***Note:** Each Raymond Ltd shareholder to get four shares of RCCL for every five shares held in Raymond Ltd. (Post completion of transaction including regulatory approvals)*

Financial HIGHLIGHTS

Q3FY24 — Consolidated Results

Particulars (₹ Cr.)	Q3FY24	Q2FY24	Q3FY23	YoY	9MFY24	9MFY23	YoY
Net Revenue	**2,450**	**2,321**	**2,200**	11%	6,597	6,145	7%
Opex	641	620	588	9%	1,816	1,643	11%
EBITDA (excluding ESOP)	**432**	**386**	**351**	23%	1,073	943	14%
EBITDA Margin %	17.6%	16.6%	15.9%		16.3%	15.3%	
Reported EBITDA	**426**	**382**	**351**	**22%**	**1,060**	**943**	**12%**
Depreciation	70	65	58		195	174	
*Interest Expense^*	66	51	70		186	193	
*Interest on Group NCD**	38	38	-		86	-	
PBT before exceptions	**252**	**227**	**222**	**13%**	**592**	**576**	3%
PBT margin %	10.3%	9.8%	10.1%		9.0%	9.4%	
Exceptional Items^^	0	(23)	(5)		(32)	(14)	
Taxes&	(63)	(51)	(116)		(140)	(223)	
Associate / JV / Minority	(6)	6	(7)		6	(4)	
Profit on Sale of FMCG#	-	-	-		983	-	
Net Profit	**184**	**160**	**95**	**93%**	**1,409**	**335**	**NA**

** Interest on Group NCD's issued in Q1FY24 to RCCL for ₹1,700 Cr*
^ Q3FY24 and 9MFY24: Includes interest on lease liability, unamortized transaction cost for external loan prepayment through RCCL NCD proceeds
^^ Exceptional item in Q2FY24 includes ₹ 23 Cr.for VRS payments (Engineering business)
& One-time net impact of ₹ 73.5 Cr in financials statement for Q3FY23 and nine months ending 31st December 2022
 # 9MFY24 Reported PAT includes ₹ 983 Crores (being 47.66%) of Raymond Ltd. share of profit in associate (Raymond Consumer Care Ltd.) on sale of FMCG business

Q3FY24 — Segment Results

Post IndAS 116		Revenue			EBITDA			EBITDA %	
Particulars (₹ Cr.)		Q3 FY24	Q3 FY23	YoY (%)	Q3 FY24	Q3 FY23	YoY (%)	Q3 FY24	Q3 FY23
Branded Textile	LIFESTYLE BUSINESS*	909	902	1%	197	189	4%	21.6%	20.9%
Branded Apparel	LIFESTYLE BUSINESS*	437	364	20%	61	41	50%	13.9%	11.2%
Garmenting	LIFESTYLE BUSINESS*	281	282	0%	31	26	19%	10.8%	9.1%
High Value Cotton Shirting	LIFESTYLE BUSINESS*	214	195	10%	23	21	11%	10.9%	10.7%
Engineering*		217	208	4%	30	33	(9%)	13.9%	15.8%
Real Estate		439	292	50%	97	75	30%	22.1%	25.5%
Others #		(47)	(44)		(13)	(33)			
Raymond Consolidated		**2,450**	**2,200**	**11%**	**426**	**351**	**22%**	**17.4%**	**15.9%**

Supported by Retail footprint expansion **across channels including LFS, EBO and MBO's**

- **Revenue recognition** based on percentage completion method as per Ind AS 115.
- **EBITDA margin**: Lower mainly due to initial launch cost of new project.

** 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.

9MFY24 — Segment Results

Performance Driven by Lifestyle business

Post IndAS 116		Revenue			EBITDA			EBITDA %	
Particulars (₹ Cr.)		9M FY24	9M FY23	YoY%	9M FY24	9M FY23	YoY%	9M FY24	9M FY23
Branded Textile	LIFESTYLE BUSINESS*	2,530	2,462	3%	520	505	3%	20.6%	20.5%
Branded Apparel		1,178	996	18%	134	91	47%	11.3%	9.2%
Garmenting		859	795	8%	78	64	22%	9.1%	8.0%
High Value Cotton Shirting		617	575	7%	70	65	8%	11.4%	11.3%
Engineering*		627	646	(3%)	85	89	(4%)	13.6%	13.8%
Real Estate		915	826	11%	199	217	(8%)	21.7%	26.2%
Others #		(129)	(155)		(26)	(89)			
Raymond Consolidated		**6,597**	**6,145**	**7%**	**1,060**	**943**	**12%**	**16.1%**	**15.3%**

** 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

Q3FY24 — Net Working Capital & Liquidity

Particulars (₹Cr.)	Q3'FY24	9MFY24
Operating Cash Flow	319	117
Free cash Flow	233	(198)

Particulars (₹Cr.)	Dec'23	Sep'23	Mar'23	Dec'22	vs Sep'23	vs Mar'23	vs Dec'22
NWC	1,925	1,927	1,265	1,316	*(2)*	*660*	*609*
NWC Days	71	76	53	55	*(5)*	*18*	*16*

Particulars (₹Cr.)	Dec'23	Sep'23	Mar'23	Dec'22	vs Sep'23	vs Mar'23	vs Dec'22
External Gross Debt*	1,054	1,151	2,100	2,022	(97)	(1,046)	(968)
Group NCD to RCCL	1,700	1,700	-	-	-	1,700	1,700
Cash and cash Eq.	1,835	1,712	1,411	1,090	123	424	745
Net Debt	919	1,139	689	932	(220)	230	(13)
Surplus Cash at Group Level#	₹1,300+ Crore						

Free Cash Flow utilization

- Mainly in increased NWC during this financial year

NWC lower in Dec-23 on QoQ due to:

- **Lifestyle:** Decrease in NWC due to reduction in inventory and receivable
- **Real Estate:** Investments in new projects and approval cost led to increase in NWC

Net Debt:

- With FMCG business sale proceeds of **₹2,825 Cr.** achieved Net Debt free status at Group level two years ahead of stated guidance
- **Surplus Cash of ₹1,300 Cr.+** at Group level available as Growth Capital

** Gross debt excluding accrued interest*
 # Group surplus cash based on aggregation of Net debt / (Surplus) of consolidated Raymond Limited and Raymond Consumer Care Ltd

Go To
MARKET INITIATIVES

Go to Market Initiatives

SUITINGS & SHIRTING



Royal Trousering

Super 120s

This is an exquisite range of trousering fabrics woven in 55% Polyester and 45% 120s wool.



Primafino

Super 140s

Premium trousering fabrics woven in Super 140s with blend composition of 55% Polyester and 45% Wool.



Style Ford

Super 130s

Style Ford is a range of Suiting fabrics in Super 130s wool-blend with soft and comfortable.



Voyage



Regio Italia



Checkmate



Stain Resistant

Go to Market Initiatives — REGIO ITALIA







Go to Market Initiatives — Apparel

COLORPLUS (Chinos)





PARK AVENUE



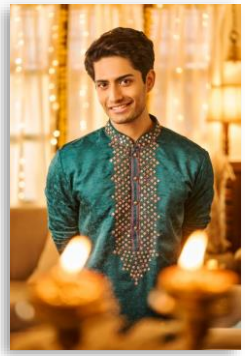
‘Ethnix by Raymond’

Ethnix Range for Targeted Occasion

Smart Ethnix





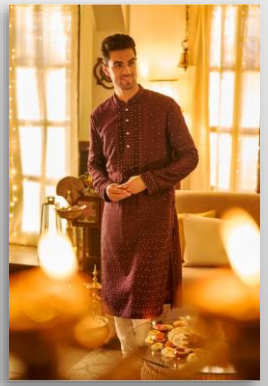


ethnix by Raymond



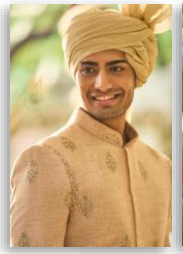
Festive Collection













Wedding Collection

Digital Imperatives

The New Norm of Business

1 SMART ANALYTICS

Synapse LIVE – Data Verse

- Realtime data sync in Synapse through pipeline with Dynamics 365 Finance & Operations
- Feature engineering for product attributes to derive robust insights

2 SMART RETAIL

Customer Connect – Sentiment Solution

- Realtime collecting customer sentiments on every purchase from store.
- Live NPS Dashboard for Lifestyle business users for easy Analysis and discission making.

3 SMART DIGITAL ASSET

Digital Booking – Regio

- Premium feel for Premium product line for B2B users.
- Easy mobile compatible B2B booking portal for Regio and Chairman collection with live stock updates and periodic auto order creation and order updates

4 SMART ENGAGEMENT

Video- Messaging – AI Enabled

- Digital engagement made accessible to mass with latest technology in hand
- Let the brand express the thoughts in a handmade video where customer has option to share the same to his loved ones on WhatsApp

Segment FINANCIALS

Branded Textile



Particulars (₹Cr.)	Q3 FY24	Q3 FY23	% Var.	9M FY24	9M FY23	% Var.
Net Sales	**909**	**902**	**1%**	**2,530**	**2,462**	**3%**
EBITDA	**197**	**189**	**4%**	**520**	**505**	**3%**
EBITDA margin	21.6%	20.9%		20.6%	20.5%	-

1. **Top line maintained at a same level in Q3FY24 Vs PY** despite muted customer demand and challenging market conditions
2. **EBITDA margins** higher at 21.6% as compared to previous quarter mainly due to operational efficiency

Branded Apparel







Particulars (₹Cr.)	Q3 FY24	Q3 FY23	% Var.	9M FY24	9M FY23	% Var.
Net Sales	**437**	**364**	**20%**	**1,178**	**996**	**18%**
EBITDA	**61**	**41**	**50%**	**134**	**91**	**47%**
EBITDA margin	13.9%	11.2%		11.3%	9.2%	

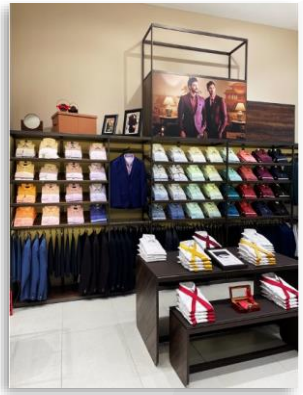
- **Recorded sales growth of 20% in Q3FY24 Vs PY, driven by:**
  - Enhancing distribution reach with the opening of **215 stores in last 12 months** enabled sales growth despite muted consumer demand
  - Top line growth witnessed across all brands with the focused approach on casualization and newer designs.
- **EBITDA margin** in Q3FY24 was 13.9% mainly due to operational efficiencies

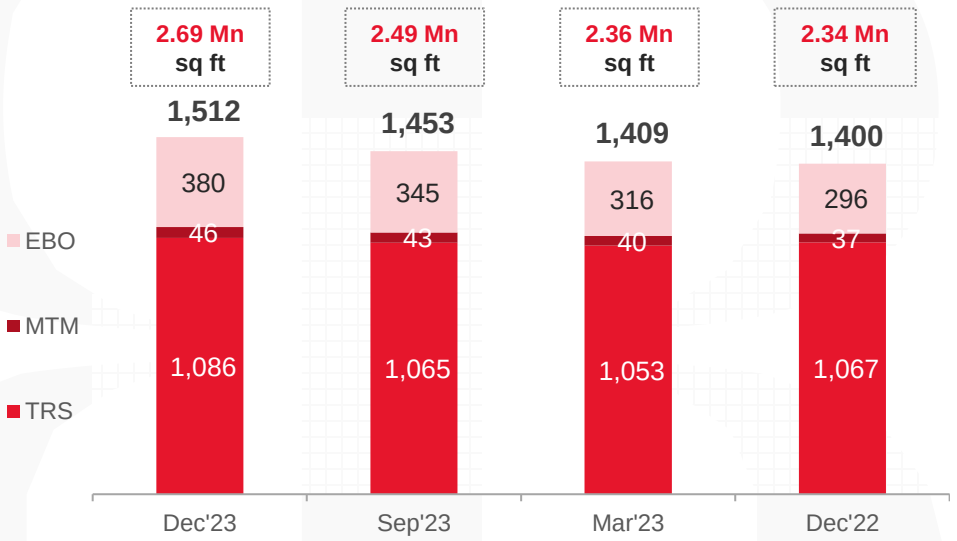
Strategic Retail Network Expansion











- **'Ethnix by Raymond':** Reached a Milestone with the opening of '**100th Ethnix store'** with **105 stores** as on **31st Dec 2023**

TRS – The Raymond Shop; MTM – Made To Measure; EBO – Exclusive Brand Outlet.

Garmenting



Particulars (₹Cr.)	Q3 FY24	Q3 FY23	% Var.	9M FY24	9M FY23	% Var.
Net Sales	**281**	**282**	**0%**	**859**	**795**	**8%**
EBITDA	**31**	**26**	**19%**	**78**	**64**	**22%**
EBITDA margin	10.8%	9.1%		9.1%	8.0%	

1. **Top line maintained at a same level in Q3 FY24 Vs PY:**
   - Healthy momentum in orderbook maintained with China+1 adoption and consolidation of vendors by global brands.
   - Continued high demand in the Export market of US & Europe from our existing and newly acquired global customers.
2. **EBITDA margin** for the quarter was 10.8% as compared to 9.1% in the previous year mainly due to operational efficiency

High Value Cotton Shirting



Particulars (₹Cr.)	Q3 FY24	Q3 FY23	% Var.	9M FY24	9M FY23	% Var.
Net Sales	**214**	**195**	**10%**	**617**	**575**	**7%**
EBITDA	**23**	**21**	**11%**	**70**	**65**	**8%**
EBITDA margin	10.9%	10.7%	-	11.4%	11.3%	-

1. **Sales growth of 10% in Q3F24 vs PY:**
   - The demand was led by our cotton and linen fabric offerings by our B2B customers in the domestic market
2. **EBITDA margin** for the quarter at 10.9% maintained at similar levels vs PY.

Engineering Business



Particulars (₹Cr.)	Q3 FY24	Q3 FY23	% Var.	9M FY24	9M FY23	% Var.
Net Sales	**217**	**208**	**4%**	**627**	**646**	**(3%)**
EBITDA	**30**	**33**	**(9%)**	**85**	**89**	**(4%)**
EBITDA margin	13.9%	15.8%	-	13.6%	13.8%	-

1. **The segment witnessed a growth of 4% in third quarter as compared to PY:**
   - In domestic markets growth driven by demand in auto components category especially in the PV, CV and industrial sectors driving growth in flex plates and bearings categories.
   - Growth witnessed in ring gear and flex plates categories however topline impacted in files, drills and tools categories due to sluggish exports market.
2. **EBITDA margin** lower and was at 13.9%

** 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

Real Estate Business at a Glance

Development of Own Land & JDA led business model in MMR region

THANE LAND: (~100 Acre^)

FURTHER POTENTIAL Development

~60 Acre

~7.4* mn sq.ft .RERA Approved Carpet Area

Potential Revenue

₹16,000 Cr. +

AREA UNDER Development

~40 Acre

~4.0 mn sq.ft .RERA Approved Carpet Area

Estimated Revenue

₹9,000 Cr.+

Booking Value ***~₹5,300Cr.*** *(as of 31st Dec 23,)*

Balance ***~₹3,700 Cr.***

JDA LED BUSINESS MODEL

Asset Light Expansion

Upcoming Project in **Bandra**

Est. Revenue ***~₹2,000 Cr.+***

Appointed: Developer for a prominent project in **Mahim**

Est. Revenue ***~₹1,700 Cr.+***

Appointed: Preferred Developer for a project in **Sion**

Est. Revenue ***~₹1,400 Cr.+***

~36% **From outside Thane projects (JDAs)**

Further Expansion in MMR - Additional Projects Under Evaluation

Current Projects: Ten X Habitat, The Address By GS, Ten X Era, The Address By GS 2 and Invictus by GS

^ Excluding 20 acre land on which 2 schools are located

** Status as of 31st Dec 2023, Including Residential, Retail shops and common road; Residential units in the projects include 1,2,3,4 and 5 BHK units*

 # Assuming residential development based on current regulatory norms and current market prices

Existing Projects Booking Update

(as on 31st December 2023)

TENX HABITAT

10 towers with RERA carpet area **~1.7 Mn sq.ft.**

Total Units Planned: **3,103**

(2BHK: 2,463; 1BHK: 640)

Particulars	FY23	Q3 FY24	9M FY24	Project Till Date
No of Bookings	542	100	287	2,738
RERA Carpet Area*	0.31	0.06	0.17	1.48
Value of Bookings (Cr.)	663	103	338	2,888
Customer Collections (Cr.)	897	138	405	2,398

% UNIT SOLD

~88%

THE ADDRESS BY GS

02 towers with RERA carpet area **~0.7 Mn sq.ft**

Total Units Planned: **551**

(4BHK: 188; 3BHK: 318, 5BHK & above: 45)

Particulars	FY23	Q3 FY24	9M FY24	Project Till Date
No of Bookings	255	7	63	497
RERA Carpet Area*	0.34	0.01	0.07	0.61
Value of Bookings (Cr.)	742	21	170	1,312
Customer Collections (Cr.)	374	138	352	767

% UNIT SOLD

~90%

TENX ERA

Tower 3 launched in Dec-23

03 towers with RERA carpet area **~0.6 Mn sq.ft**

Total Units Planned: **905**

(3BHK: 301; 2BHK: 604)

Particulars	FY23	Q3 FY24	9M FY24	Project Till Date
No of Bookings	141	75	199	340
RERA Carpet Area*	0.10	0.05	0.14	0.25
Value of Bookings (Cr.)	204	111	298	502
Customer Collections (Cr.)	11	40	83	94

% UNIT SOLD

~38%

** In Mn Sq.ft*

Existing Projects Booking Update

(as on 31st December 2023)

THE ADDRESS BY GS — SEASON 2 —

Launched in July-23; *Tower 2 launched in Dec-23*

2 Towers with RERA Carpet Area **~0.5 Mn sq.ft.**

Total Units Planned: **440**

5BHK & above: 24, 4BHK: 156; 3BHK: 260)

Particulars	Q3FY24	Project Till Date
No of Bookings	63	170
RERA Carpet Area*	0.07	0.20
Value of Bookings (Cr.)	157	426
Customer Collections (Cr.)	50	71

% UNIT SOLD LAUNCHED UNITS

~39%

INVICTUS MONOGRAM RESIDENCES BY GS

Launched in Aug-23

1 tower with RERA carpet area **~0.2 Mn sq.ft**

Total Units Planned: **102**

(4.5BHK: 102)

Particulars	Q3FY24	Project Till Date
No of Bookings	7	33
RERA Carpet Area*	0.02	0.08
Value of Bookings (Cr.)	36	176
Customer Collections (Cr.)	10	20

% UNIT SOLD LAUNCHED UNITS

~32%

** In Mn Sq.ft*

Ten X Habitat

Three towers delivered 2 years ahead of RERA Timeline

TEN X HABITAT

Towers 1, 2, 3, 4 & 5



Towers 6, 7, 8, 9 & 10



Central Amenities



Reference Image

Building Elevation



Reference Image

The Address By GS

Construction in Full Swing

THE ADDRESS BY GS

Building Elevation



Reference Image



Tower (A)

28th Floor

Slab Completed



Tower (B)

21st Floor

Slab Completed

Ten X ERA

Launched 3rd Tower in Dec-23

Building Elevation



Reference Image

Tower (B)

- Plinth completed
- Ground floor slab in progress



Tower (C)

- Podium-2 floor completed
- Podium-3 slab work in progress



The Address by GS Season 2

Launched in Q2FY24

THE ADDRESS BY GS — SEASON 2 —

Building Elevation



Reference Image
(Tower C & Tower D)



Tower (c)
Foundation work in progress

Invictus by GS

Launched in Q2FY24

INVICTUS
MONOGRAM RESIDENCES
BY
GS

Building Elevation



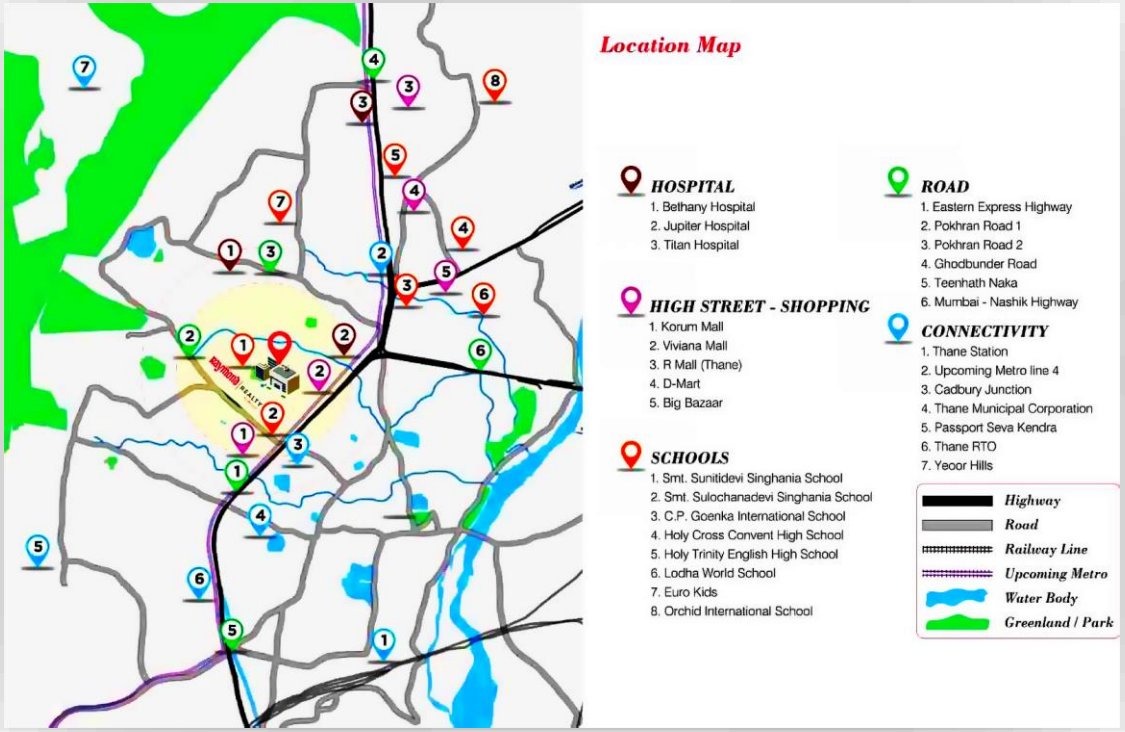
Reference Image

Foundation

work in progress



Excellent Connectivity & Eco-system



Real Estate Business

Particulars (₹Cr.)	Q3 FY24	Q3 FY23	% Var.	9M FY24	9M FY23	% Var.
Net Sales	**439**	**292**	**50%**	**915**	**826**	**11%**
EBITDA	**97**	**75**	**30%**	**199**	**217**	**(8%)**
EBITDA margin	22.1%	25.5%	-	21.7%	26.2%	-

- **Strong booking momentum maintained during the quarter:**
  - With the booking value of ₹ 428 Cr in Q3FY24 vs ₹ 380 Cr in Q3FY23
  - Numbers of unit sold was 252 units in Q3FY24 vs 213 units in Q3FY23
- **EBITDA margin**: Lower at 22.1% mainly due to initial launch cost and marketing expenses related to newly launched projects

Current Status & OUTLOOK

Current Status of Operations & Outlook

1 LIFESTYLE BUSINESS

a) DOMESTIC MARKET



- Continued focus on innovation, new offerings and casual wear
- Expand retail store network mainly through asset light franchise model: To open ~ 200 stores in next 12-18 months
- Closely monitoring impact of inflation on demand

b) EXPORTS MARKET



- Global inflationary and Geo-political situations around the world remain concerns
- Developing new strategic customer relationships in garmenting business

2 REAL-ESTATE BUSINESS



- Residential real estate continues to demonstrate sustained demand
- Our Projects: Construction activity in full swing in compliance with all the relevant guidelines

3 BUILD A SCALABLE ENGINEERING BUSINESS



- Drive strong growth from sunrise sectors of Aerospace, Defense and EV Components Businesses

Raymond group to **Remain Net Cash Surplus**



Chairman & Managing Director on Q3FY24 performance

"I am delighted to share that Q3 has been momentous quarter, as we have delivered 10th consecutive quarter of growth with highest ever revenue and profitability across businesses. Our retail expansion continued, and we have an aggressive plan to open over 500 stores during the next 3 years. In the Real Estate business, we signed 2 JDA's with over ₹ 3,000 crore during the quarter as well. Another big development in the third quarter of this fiscal, Raymond Group's Engineering Business is now set to grow exponentially as we foray into sunrise sectors of Aerospace, Defence and EV components business post the acquisition of Maini Precision Products Limited."

GAUTAM HARI SINGHANIA

(Chairman & Managing Director)

MANAGEMENT

Raymond Group Led by



GAUTAM HARI SINGHANIA

Chairman & Managing Director
Raymond Ltd.



S.L. POKHARNA

Director
Raymond Ltd.



RAVI UPPAL

Non-Executive Chairman
JK Files & Engineering Ltd & RPAL

Ex – L&T, JSW
Currently – CMD of Steel Infra Solutions P. Ltd

Raymond 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.



HARMOHAN SAHNI

CEO-Realty

Ex- ECL Finance Gcorp Developers



BALASUBRAMANIAN V

Managing Director JK Files & Engineering Ltd.

Ex- Eaton Industrial, Bosch Chassis



ARVIND MATHUR

CEO-Denim

Ex- Coats Plc

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THANK YOU