



SECRETARIAL DEPARTMENT

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RL/SE/23-24/44

May 9, 2023

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, 5th Floor
Bandra-Kurla Complex
Bandra (East), Mumbai - 400 051
Symbol: RAYMOND

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 Financial Results for the quarter and financial year ended March 31, 2023.

The Investor Presentation is also available on the website of the Company i.e. 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,
Rajnagiri - 415 612, Maharashtra
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RAYMOND LIMITED

Q4'FY23 RESULT PRESENTATION

31st March 2023

Raymond Delivers Record Performance in FY23

HIGHEST EVER



REVENUE
₹8,337 Cr.

YoY Growth 31%



EBITDA
₹1,322 Cr.

YoY Growth 50%
Margin 15.9%



NET PROFIT
₹529 Cr.

YoY Growth 103%
Margin 6.3%

OPERATING HIGHLIGHTS



12Mn+
(14% Increase)

Loyalty Members



150+

New Stores Opened



₹1,609 Cr.

Booking Value
in Real estate

STRENGTHENING THE CORE



Net Debt Reduction
~₹400 Cr.in FY23

Net Debt: ₹689 Cr.
(31st Mar 23)



0.23x

Net Debt /Equity



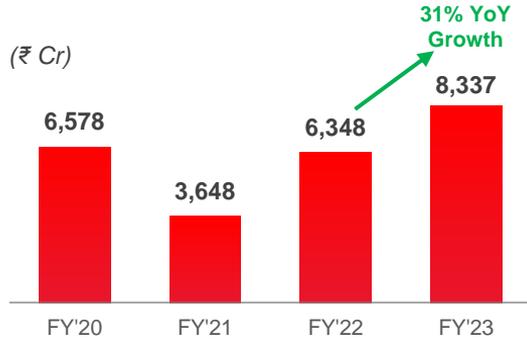
28%

Operational
ROCE

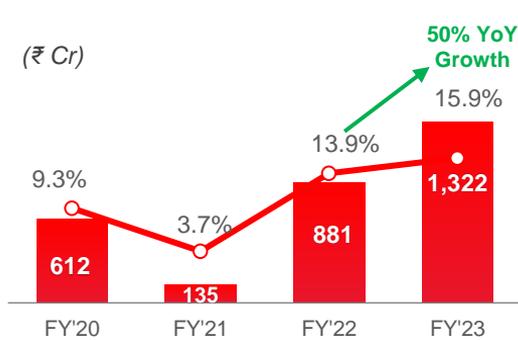
A year of multiple achievements in operational performance driving financial metrics such as revenue, profitability and net debt reduction

Strong Annual Performance Across Parameters

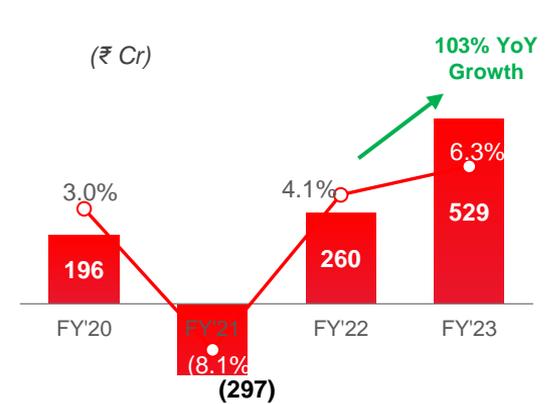
Revenue



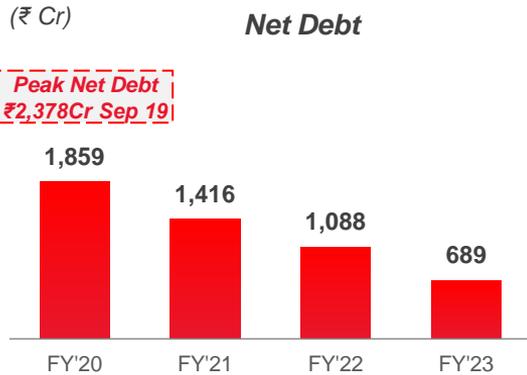
EBITDA & Margins (%)



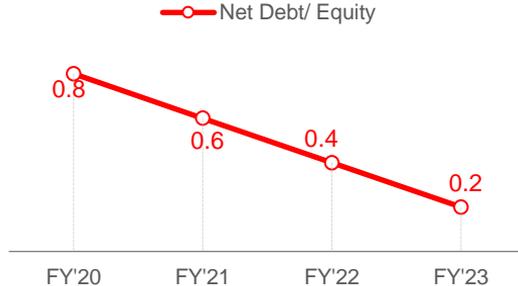
Net Profit & Margins (%)



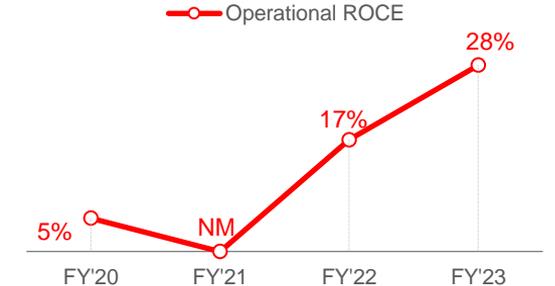
Net Debt



Leverage Ratios (x)



Operational RoCE (%)*



*Operational ROCE: Capital Employed excluding C&CE and EBIT excluding related income.

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Q4FY23
HIGHLIGHTS



Market Update

DOMESTIC MARKET



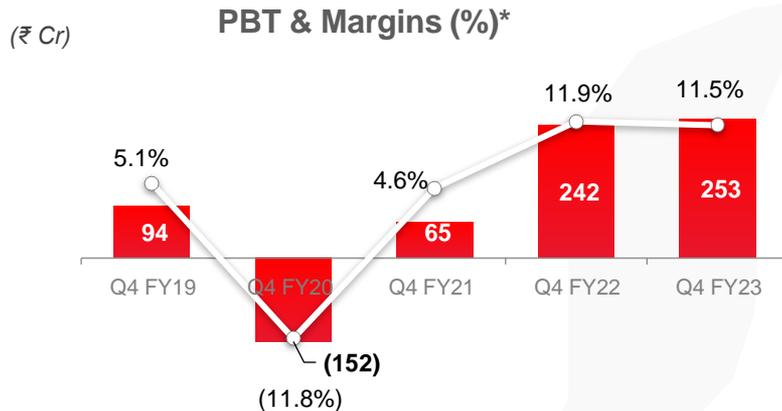
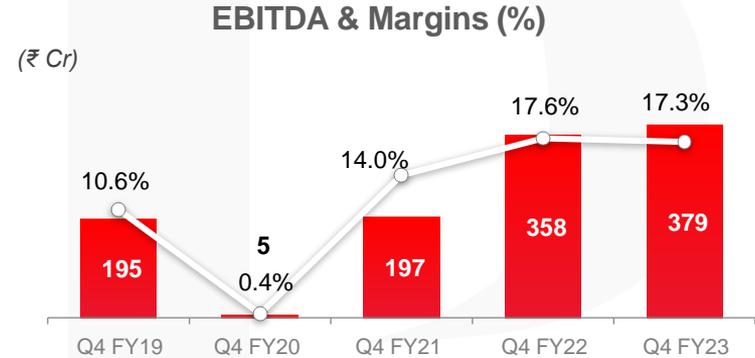
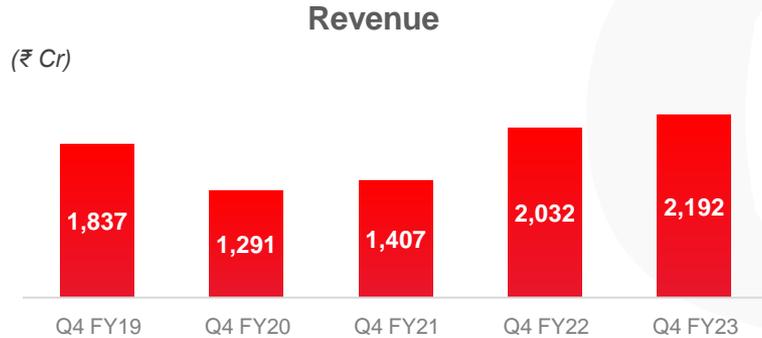
- Q4 began with modest consumer sentiments as discretionary spends moderated in the inflationary environment.
- However, at the backdrop of winter wedding season, markets witnessed resilient consumer demand.
- Stable demand for Engineering products: Amid improvement in chip availability, and infra spend.
- Residential real-estate continued to demonstrate sustained demand.



EXPORTS MARKET

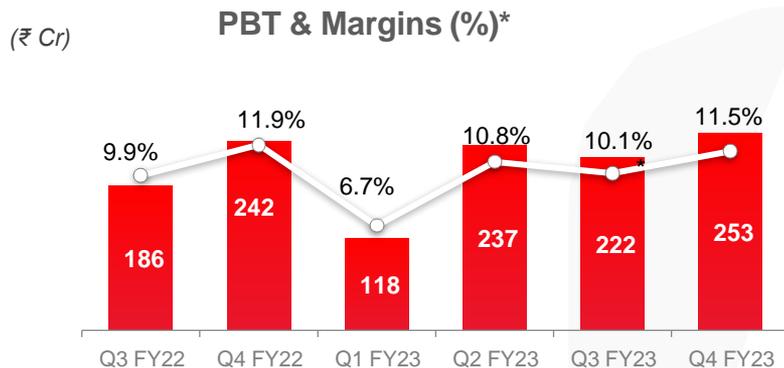
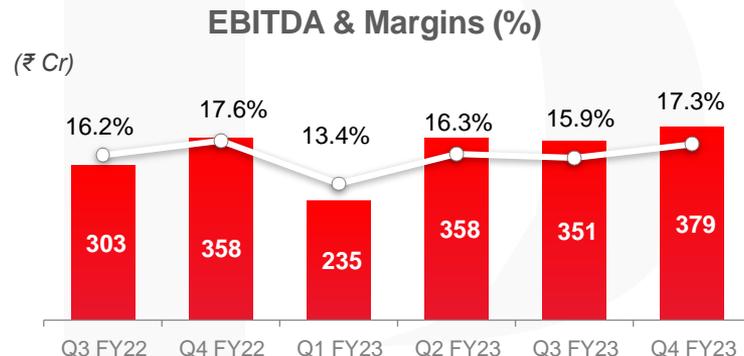
- US, UK & Europe: Despite significant challenges of inflation, order book remained healthy for formal wear category in garmenting and stable demand in export orders in engineering.
- Demand levers: China+1 strategy adoption and consolidation of vendors by major brands, coupled with favorable currency (US\$).
- Supply-chain issues further moderated during the quarter.

Q4FY23 – A Quarter of Record Achievements



- Revenue grown by 8% vs previous year (Q4FY22)
- EBITDA up by 6% vs previous year (Q4FY22)
- Continued focus on efficient cost management

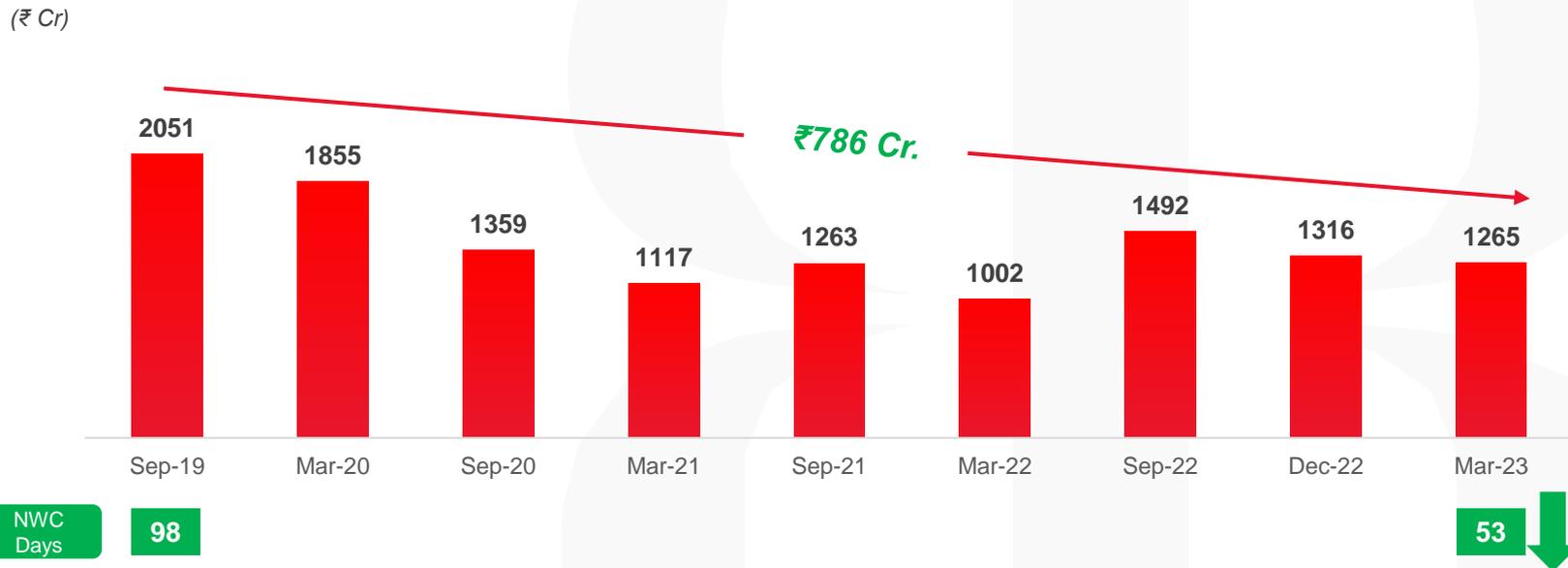
Consistently Delivered Strong QoQ Performance in Last 6 Quarters



- Record breaking performance in terms of revenue & profitability in all the 6 Quarters
- Focus continues on deleveraging and efficient cost management

NWC Days

Lower by over ~ 46% from peak level

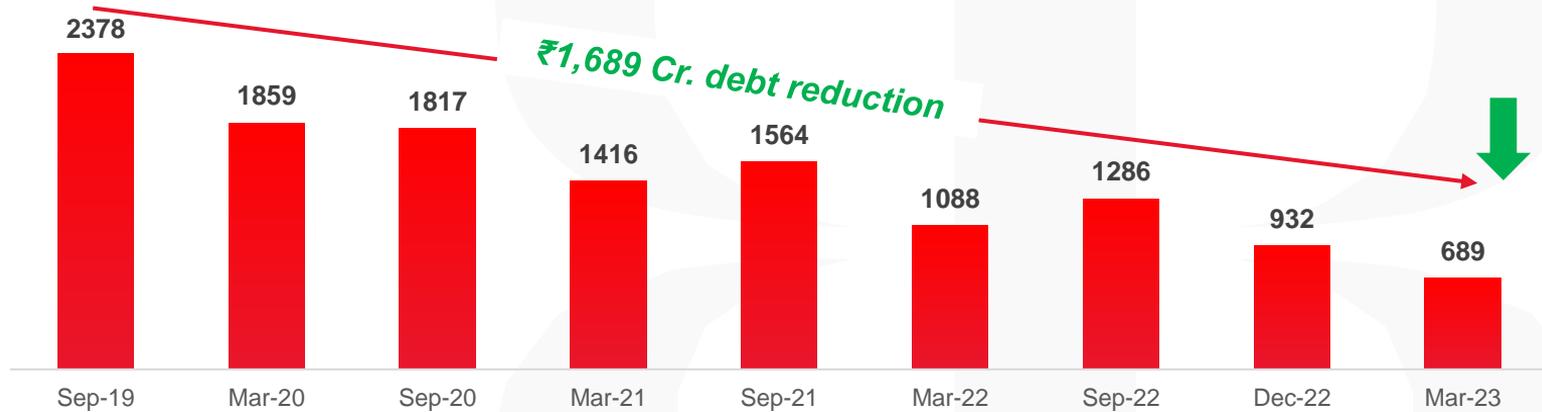


- Key initiatives:** Strong emphasis on collections and efficient inventory management & related production cycles.
- NWC days reduced by ~ **46% to 53 days** in Mar-23 from 98 days in Sep-19.

Net Debt Reduction

by ~ ₹1,700 Cr. from Peak Level

(₹ Cr)



- Key Initiatives:** Focused revenue growth, cost optimization & effective working capital management generating FCF
- Net debt reduction by ₹1,689 Cr. by:**
 - ₹1,339 Cr. through FCF generated during the period of FY21-FY23
 - ₹350 Cr. from land sale (Dec-19)
- Improved net debt: equity ratio** from 1.10x (Sep-19) to 0.23x (Mar-23)

Recent
**STRATEGIC
INITIATIVES**



Strategic Initiatives Undertaken

STRENGTHENING THE CORE (FY21-23)



Reset the Business model during Covid



Established Real Estate Business

Total booking value:
~ ₹3,900 Cr. within
4 years of launch



Sustainable Annual Cost Savings
(~₹400 Cr.)



Effective Working Capital Management

Lower by over ~ 46%
from peak level (from 98 days
in Sep'19 to 53 Days on Mar'23)



Continued Net Debt Reduction

Lower by ~₹1,700 Cr. from
Peak Level (in Sep'19)

RECENT VALUE UNLOCKING INITIATIVES



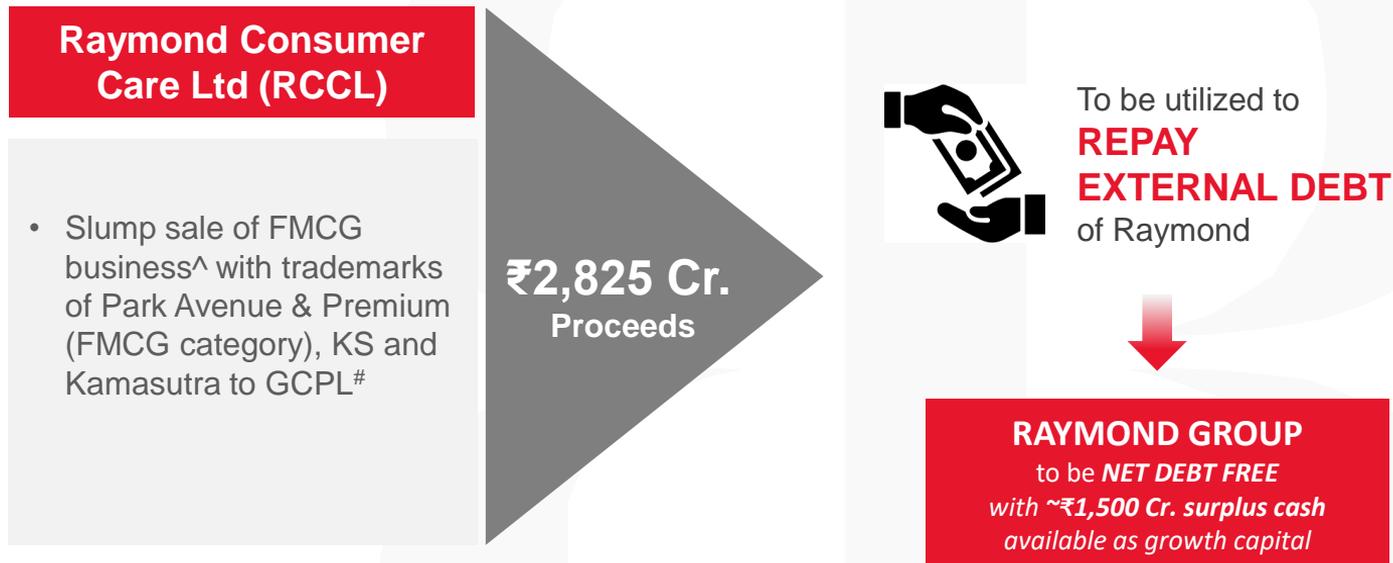
Demerger of Lifestyle Business

In Progress

Core Lifestyle business to be listed as a zero net debt separate listed entity

Deleveraging Initiative

Selling of FMCG Business



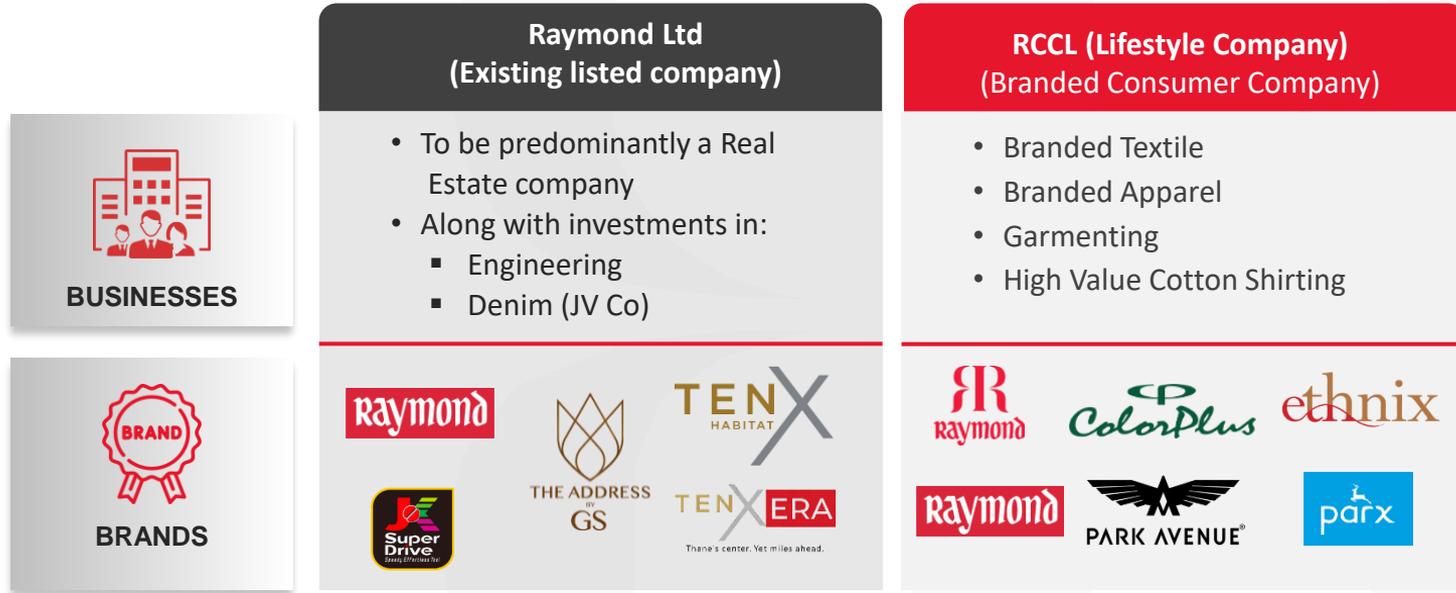
- The consideration for the sale of FMCG business to GCPL has been received as on 8th May 2023, accordingly the transaction stands concluded.
- Raymond Consolidated Net Debt of ₹ 689 Cr. (Mar-23) and sale proceed of ₹ 2,825 Cr. with estimated after tax realization of ~₹2,200 Cr. On sale of FMCG business will lead to **surplus cash of ~ ₹1,500 Cr** in Raymond group (on proforma basis) available as **Growth Capital**.

[^] RCCL will retain its condom manufacturing facility and will continue to do contract manufacturing in Aurangabad, Maharashtra for both domestic and international markets.

[#] Godrej Consumer Products Ltd

Demerger of Lifestyle Business: Simplification of Group Structure

Focused Investor Opportunities and Better Access to Capital



This 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.

Financial
HIGHLIGHTS



Consolidated Results

Q4FY23 and FY23

Particulars (₹ Cr.)	Q4 FY23	Q3 FY23	Q4 FY22	YoY %	FY23	FY22	YoY %
Net Revenue	2,192	2,200	2,032	8%	8,337	6,348	31%
Opex	548	588	506	8%	2,190	1,754	25%
EBITDA	379	351	358	6%	1,322	881	50%
<i>EBITDA margin %</i>	17.3%	15.9%	17.6%		15.9%	13.9%	
<i>Depreciation</i>	62	58	59	5%	235	240	(2%)
<i>Interest</i>	64	70	57	12%	257	228	13%
PBT before exceptions	253	223	242	5%	829	413	101%
<i>PBT margin %</i>	11.5%	10.1%	11.9%		10.0%	6.5%	
Exceptional Items ^	(93)	(5)	(111)	-	(107)	(163)	-
Taxes	(42)	(43)	(45)		(192)	(55)	-
Associate / JV / Minority	11	(7)	0		7	(11)	-
Net Profit	194	95	263	(26%)	529	260	103%
One time tax adjustment*	(65)	74	(177)		8	(77)	-
Net Profit (After adjustment)	129	168	86	50%	537	183	193%

* One time deferred tax adjustment: In Q4FY22, ₹ 177 cr of Deferred Tax Asset (DTA) was created as compared to ₹ 65 cr in Q4FY23 In 4QFY23.

^ Exceptional items include write off of trade receivables, expected credit loss of Large Format Stores (LFS), write down of inventories and others.

Segment Results:FY23

Post India AS 116	Revenue			EBITDA			EBITDA %	
	Particulars (₹ Cr.)	FY23	FY22	YoY%	FY23	FY22	YoY%	FY23
Branded Textile	3,364	2,789	21%	702	492	43%	20.9%	17.6%
Branded Apparel	1,328	891	49%	144	43	237%	10.8%	4.8%
Garmenting	1,100	725	52%	84	47	78%	7.6%	6.5%
High Value Cotton Shirting	762	572	33%	85	60	42%	11.1%	10.5%
Engineering*	864	812	6%	122	123	(1%)	14.1%	15.1%
Real Estate	1,115	707	58%	287	147	95%	25.7%	20.8%
Others #	(196)	(149)		(101)	(30)			
Raymond Consolidated	8,337	6,348	31%	1322	881	50%	15.9%	13.9%

* 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: Q4FY23

Post India AS 116	Revenue			EBITDA			EBITDA %	
	Q4 FY23	Q4 FY22	YoY%	Q4 FY23	Q4 FY22	YoY%	Q4 FY23	Q4 FY22
Particulars (₹ Cr.)								
Branded Textile	902	886	2%	196	201	(2%)	21.8%	22.7%
Branded Apparel	332	279	19%	52	31	72%	15.8%	11.0%
Garmenting	305	213	44%	20	7	177%	6.6%	3.4%
High Value Cotton Shirting	187	175	7%	20	15	30%	10.4%	8.6%
Engineering*	219	205	7%	33	34	(4%)	14.9%	16.6%
Real Estate	289	321	(10%)	70	56	25%	24.3%	17.5%
Others #	(41)	(46)		(13)	15			
Raymond Consolidated	2,192	2,032	8%	379	358	6%	17.3%	17.6%

* 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



Go to Market

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



Digital Imperatives

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



Liquidity Management

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



Cost Rationalization

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

Go to Market Initiatives - Suiting

LAMIRACO



- Lamiraco, a new brand in PW category with popular price point that offers a unique selection of trendy fabrics in Summery colors.
- Season suitable inclusions such as subtle check patterns in breezy colors and a variety of micro designs have been added to cater to the market demand.

FASHMODA

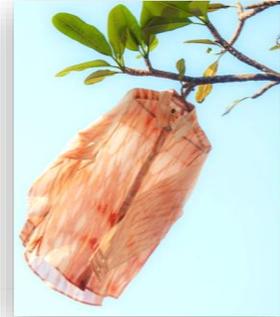


- A youth-oriented collection with high fashion known for its unique bold designs and styling.

Go to Market Initiatives - Shirting



Regio Italia



Sustainova



Vibez 2.0



Linen



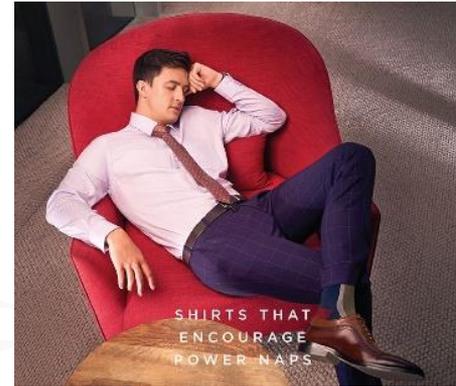
Stain Resistant

Go to Market Initiatives - Apparel

ColorPlus - Chinos



Park Avenue – Wrinkle Free Shirt



Wrinkle-free Shirts & 100% Cotton

Ethnix by Raymond

Ethnix range for targeted Occasion

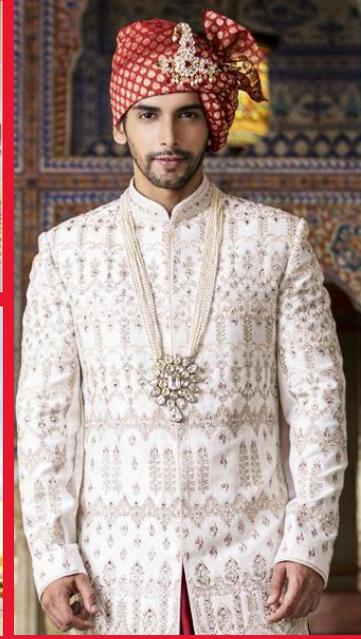
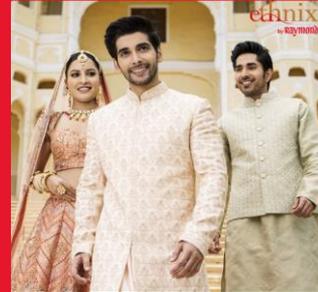
Smart Ethnix



Festive Collection



Wedding Collection



Digital Imperatives: The new norm of business

Unified B2B Booking Application

Raymondmart.com :

- Unified Booking App for all dealer booking across Suiting, Shirting, Apparel & Home Business
- Single View of Dealers and Buyers
- Building foundation for a strong Dealer Management & Loyalty system unified at Lifestyle level

WhatsApp Commerce

- Designed an Innovative Commerce with cart and catalogue features with advanced AI & ML
- **Hyper personalised offering** with recommended system.

Digital Engagements

- Dynamic Digital Vouchers across Occasions based on shopping preference
- Increased participation & higher redemption leading to cross sell & upsell

Smart Retail

Digitize Retail Stores :

- AI Vision based Video analytics expansion to over 600+ stores to be used to create real time footfall to conversion and sales analytics dashboard
- Focused retail KPI's from footfall to conversion to upsell & engagement

Continued Focus on Cost Optimization

Particulars (₹ Cr.)	Q4 FY22	Q3 FY23	Q4 FY23	FY20	FY22	FY23
Employment Cost	247	262	264	996	880	1024
A & SP	32	65	45	240	122	224
Others expenses*	227	261	252	971	753	956
Total Opex	506	588	562	2,207	1,755	2,204
Total Opex to Revenue %	24.9%	26.7	25.6%	33.6%	27.6%	26.4%
Total Revenue	2,032	2,200	2,192	6,571	6,348	8,337
EBITDA	358	351	379	612	881	1,322
EBITDA margin	17.6%	15.9%	17.3%	9.3%	13.9%	15.9%

- Delivered EBITDA margin of 15.9% in FY23 as compared to 9.3% in FY20
- Post cost rationalization during last 3 years, the increase in cost is mainly on account of inflation on lower cost base
- Variable cost in-line with increase in sales
- Planned A&SP spends: Investments in brands driving sales in B2C businesses

Net Debt Reduction

By ₹354 Cr. led by profitability and NWC optimization

Particulars (₹ Cr.)	Mar'22	Dec'22	Mar'23	vs Dec'22	vs Mar'22
NWC	1,002	1,316	1,265	(51)	263
NWC - No. of Days	45	55	53	(2)	8

Decrease in working capital in Q4FY23 mainly due to reduction in receivables driven by strong collections

Particulars (₹ Cr.)	Mar'22	Dec'22	Mar'23	vs Dec'22	vs Mar'22
Gross Debt*	2,067	2,022	2,100	78	33
Cash and cash Eq.	979	1,090	1,411	321	432
Net Debt	1,088	932	689	(243)	(399)
Net Worth	2,436	2,787	2,984	197	548
Net Debt / Equity (X)	0.45	0.33	0.23		

Reduction in net debt in Q4FY23 through free cash-flow generation driven by strong profitability and working capital optimization.

Particulars (₹ Cr.)	Mar'22	Dec'22	Mar'23
Operating Cash Flow	677	475	804
Free cash Flow	380	244	445

Strong liquidity level maintained

*Gross debt excluding accrued interest

Segment
FINANCIALS





Branded Textile

Branded Textile

Particulars (₹ Cr.)	Q4'FY23	Q4'FY22	% Var.	FY23	FY22	% Var.
Net Sales	902	886	2%	3,364	2,789	21%
EBITDA	196	201	(2%)	702	492	43%
<i>EBITDA margin</i>	21.8%	22.7%		20.9%	17.6%	

- **Branded Textile Segment Sales Performance:**

- Secondary sales were moderate during the first half of the quarter, however the sales across primary channels picked up during the later part of the quarter due to the forthcoming summer wedding season.
- Continued demand for premium products in both suiting and shirting
- The marketing initiatives during the quarter were primarily on innovative products in suiting and shirting fabrics including linen and casualization
- The Raymond Shop (TRS) network witnessed ~27% growth in average transaction value (ATV) vs. previous year

- **Maintained EBITDA Levels in the Quarter**



Branded Apparel

Branded Apparel

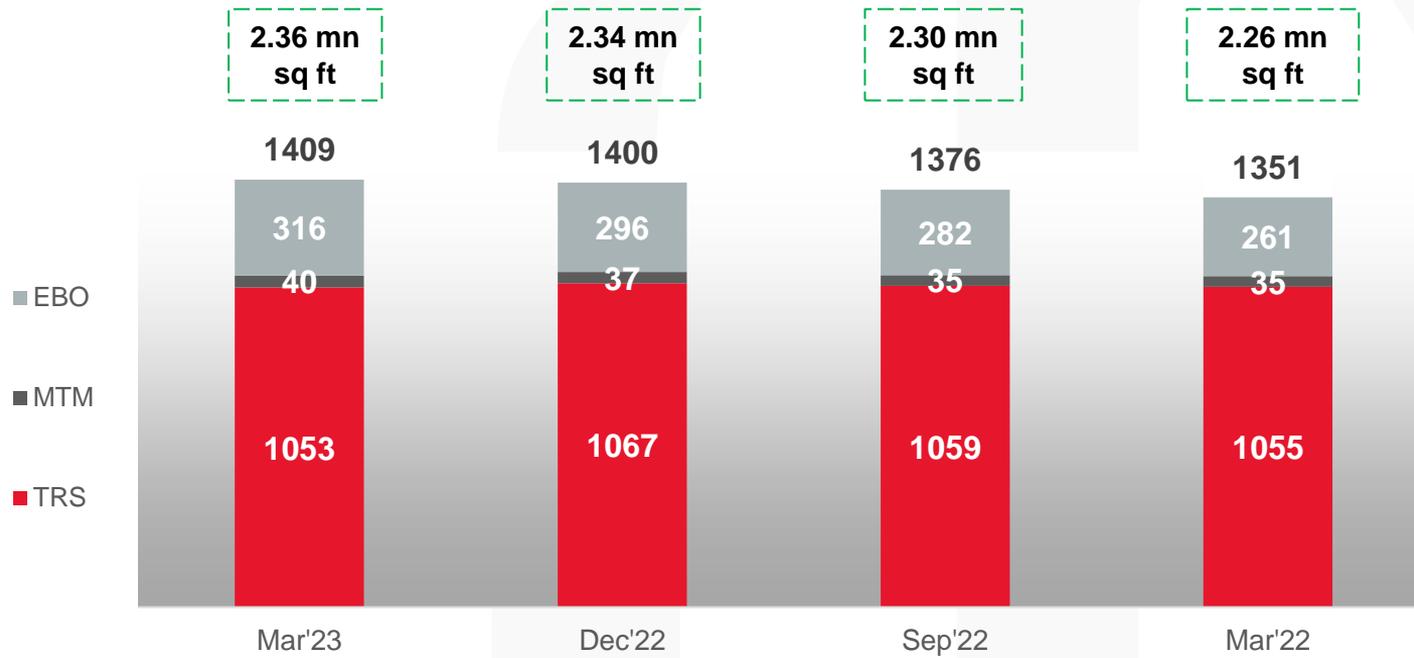
Particulars (₹ Cr.)	Q4'FY23	Q4'FY22	% Var.	FY23	FY22	% Var.
Net Sales	332	279	19%	1,328	891	49%
EBITDA	52	31	72%	144	43	237%
EBITDA margin	15.8%	11.0%		10.8%	4.8%	

- **Branded Apparel segment recorded a sales growth of 19% in Q4'F23 Vs PY**
 - Growth was driven by increased customer conversions specially in our retail store network and multi brand outlets
 - Growth across brands led by ColorPlus, Park Avenue and 'Ethnix by Raymond'
- **Reported EBITDA margin of 15.8% mainly due to better sales and continued operational efficiencies**

Raymond RETAIL NETWORK



Exclusive Retail Network



- **58 net new stores added** during the year leading to network of **1,400+** store in TRS, EBOs and MTM
- TRS network witnessed **~27% growth** in average transaction value (ATV) in Q4FY23 vs. previous year same quarter

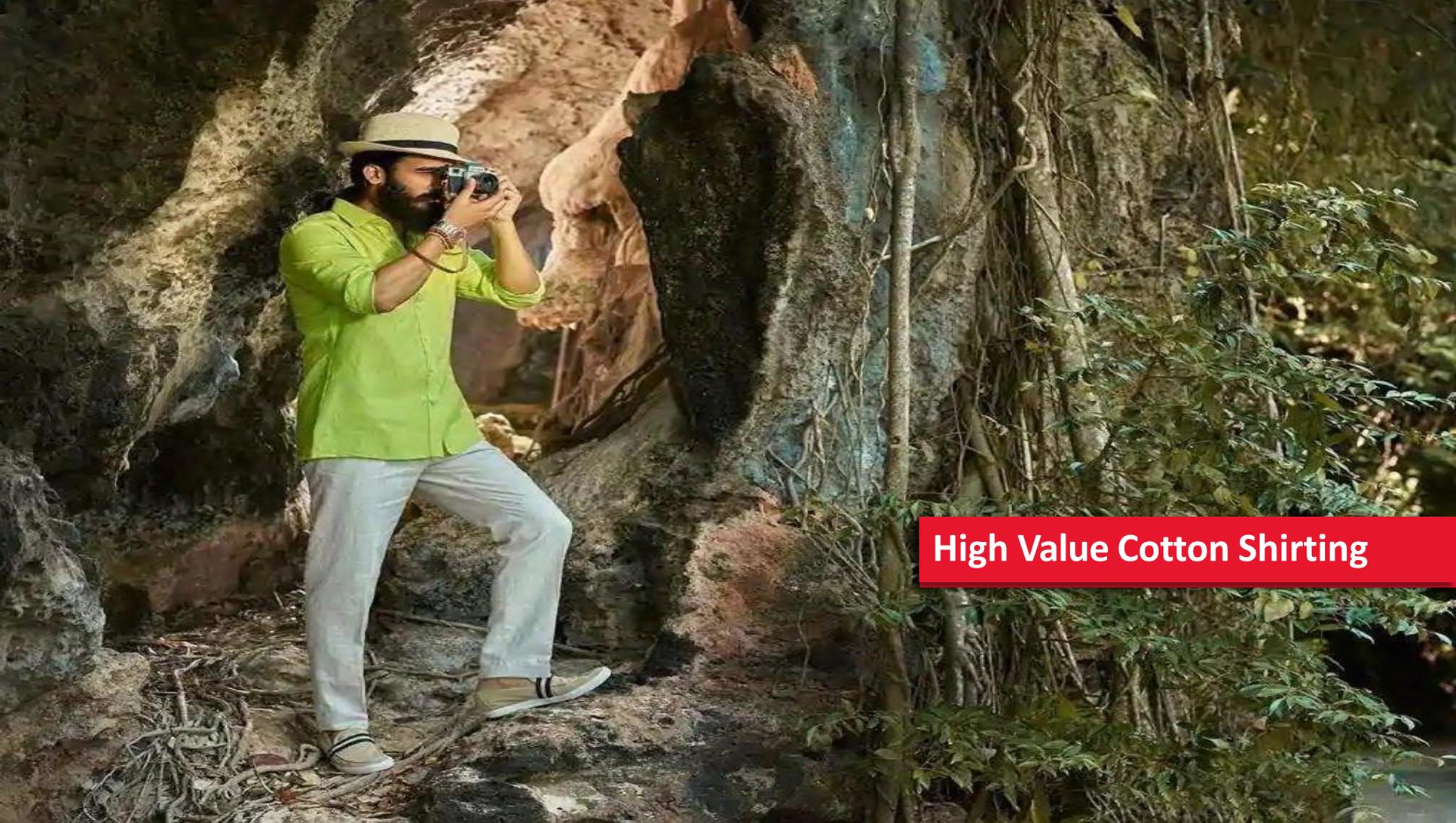


Garmenting

Garmenting

Particulars (₹ Cr.)	Q4FY23	Q4FY22	% Var.	FY23	FY22	% Var.
Net Sales	305	213	44%	1,100	725	52%
EBITDA	20	7	177%	84	47	78%
EBITDA margin	6.6%	3.4%		7.6%	6.5%	

- **Garmenting segment reported a strong sales growth of 44% in Q4F23 vs PY**
 - Healthy momentum in orderbook maintained with China+1 adoption & consolidation of vendors
 - Growth in bulk business orders and tailored clothing, leading sales momentum
 - Continued demand from existing customers & new customer acquisitions in US & Europe markets
- **EBITDA margin for the quarter was 6.6% as compared to 3.4% in the previous year mainly due to operating leverage and operational efficiency**

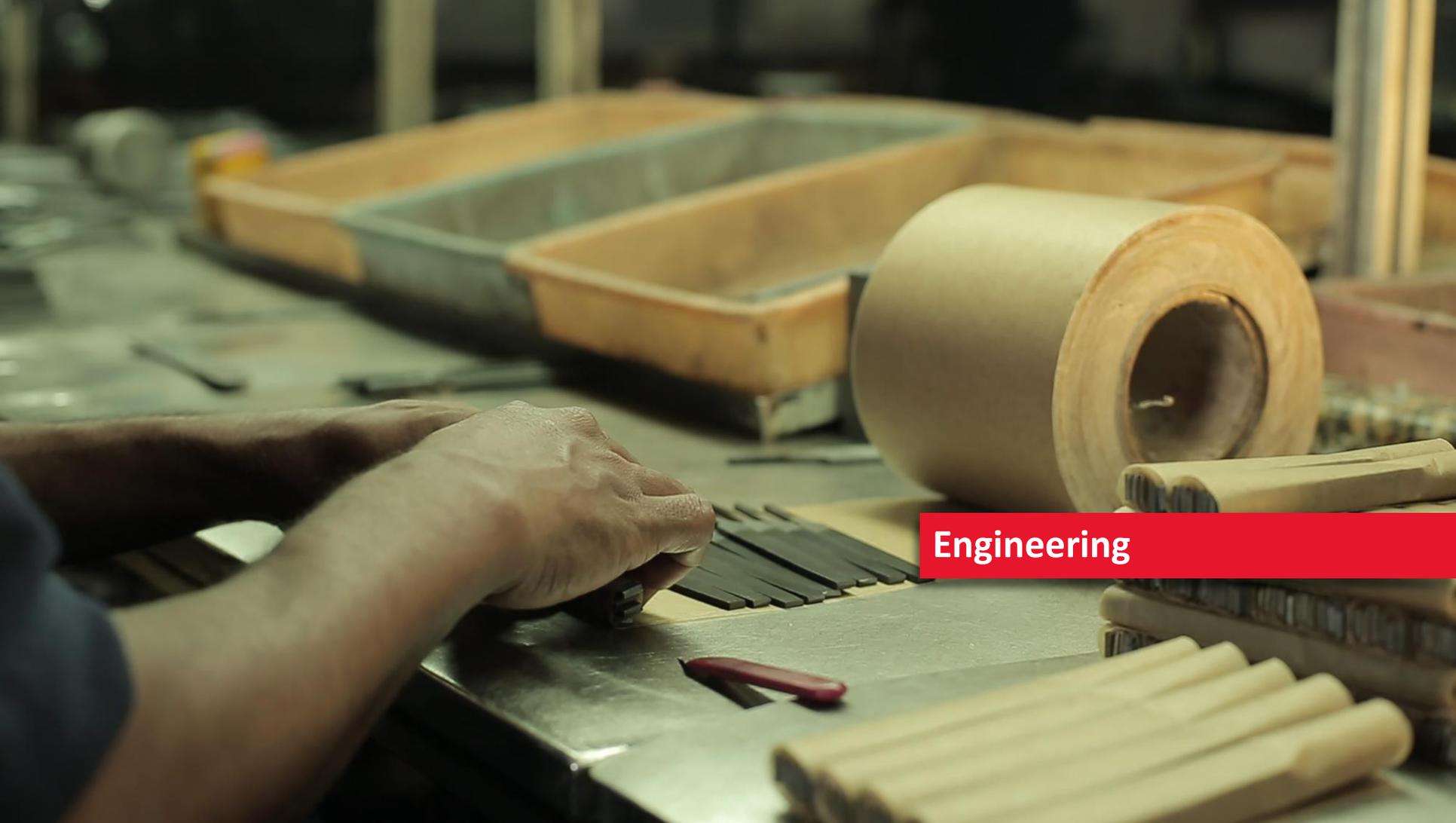


High Value Cotton Shirting

High Value Cotton Shirting

Particulars (₹ Cr.)	Q4FY23	Q4FY22	% Var.	FY23	FY22	% Var.
Net Sales	187	175	7%	762	572	33%
EBITDA	20	15	30%	85	60	42%
<i>EBITDA margin</i>	<i>10.4%</i>	<i>8.6%</i>		<i>11.1%</i>	<i>10.5%</i>	

- Segment sales grew by 7% in Q4'FY23 vs PY, led by demand for our cotton & linen fabric offerings by our B2B customers in domestic market.
- EBITDA margin at 10.4% during the quarter, higher by ~180 bps compared to PY, mainly due to better realisation and operational efficiencies



Engineering

Engineering Business

Particulars (₹ Cr.)	Q4FY23	Q4FY22	% Var.	FY23	FY22	% Var.
Net Sales	219	205	7%	864	812	6%
EBITDA	33	34	(4%)	122	123	(1%)
<i>EBITDA margin</i>	<i>14.9%</i>	<i>16.6%</i>		<i>14.1%</i>	<i>15.1%</i>	

- On aggregate basis, the sales grew by 7% to ₹219 Cr. In Q4FY23 as compared to ₹205 Cr. in previous year
- Sales performance mainly driven by growth in key categories driven by ring gears in exports markets in a global inflationary environment and well supported by growth in ring gears, flexplates and files in domestic markets.
- EBITDA margin lower at 14.9%, mainly due to devaluation of currency in certain countries

A large, light gray, serif 'R' watermark is centered in the background of the slide.

Raymond | REALTY
Go Beyond

Booking Update – KPI's



10 towers with RERA approved carpet area

~1.7 Mn sq.ft.

Total Units Planned:

3,103

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

Particulars	Till FY22	Q4 FY23	FY23	Project Till Date
No of Bookings	1,909	114	542	2,451
RERA Carpet Area*	1.01	0.07	0.31	1.32
Value of Bookings (Cr.)	1,887	148	663	2,550
Customer Collections (Cr.)	1,096	162	897	1,993

%
UNIT SOLD

~80%



THE ADDRESS
BY
GS

02 towers with RERA approved carpet area

~0.7 Mn sq.ft.

Total Units Planned:

549

(4BHK: 188; 3BHK: 316,
5BHK & above: 45)

Particulars	Till FY22	Q4 FY23	FY23	Project Till Date
No of Bookings	179	44	255	434
RERA Carpet Area*	0.20	0.05	0.34	0.54
Value of Bookings (Cr.)	400	121	742	1,142
Customer Collections (Cr.)	41	133	374	415

%
UNIT SOLD

~80%



Thane's center. Yet miles ahead.

NEW PROJECT

03 towers with RERA approved carpet area

~0.6 Mn sq.ft.

Total Units Planned:

905

(3BHK: 301; 2BHK: 604)

Particulars	Project Till Date
No of Bookings	141
RERA Carpet Area*	0.10
Value of Bookings (Cr.)	204

%
UNIT SOLD
LAUNCHED UNITS

~25%

Ten X Habitat

3 towers delivered 2 years ahead of RERA Timeline



Towers 1, 2, 3, 4 & 5



Towers 6, 7, 8, 9 & 10



Central Amenities



Reference Image

Building Elevation



Reference Image

The Address of GS

Construction in full swing

Building Elevation



Reference Image

Tower A – 2nd floor slab completed



Tower B – Still floor slab completed



Ten X ERA

New Project

TEN X ERA

Building Elevation



Reference Image

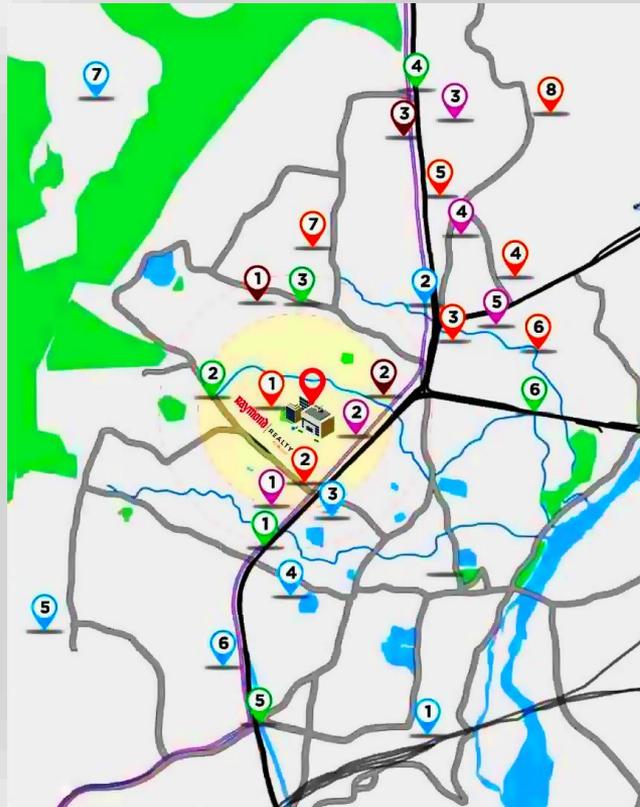
Tower B - Excavation works in progress



Tower C - Excavation works in progress



Excellent Connectivity & Eco-system



Location Map



HOSPITAL

1. Bethany Hospital
2. Jupiter Hospital
3. Titan Hospital



HIGH STREET - SHOPPING

1. Korum Mall
2. Viviana Mall
3. R Mall (Thane)
4. D-Mart
5. Big Bazaar



SCHOOLS

1. Smt. Sunitidevi Singhania School
2. Smt. Sulochanadevi Singhania School
3. C.P. Goenka International School
4. Holy Cross Convent High School
5. Holy Trinity English High School
6. Lodha World School
7. Euro Kids
8. Orchid International School



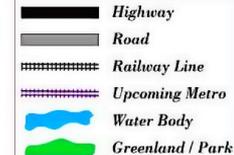
ROAD

1. Eastern Express Highway
2. Pokhran Road 1
3. Pokhran Road 2
4. Ghodbunder Road
5. Teenhath Naka
6. Mumbai - Nashik Highway



CONNECTIVITY

1. Thane Station
2. Upcoming Metro line 4
3. Cadbury Junction
4. Thane Municipal Corporation
5. Passport Seva Kendra
6. Thane RTO
7. Yeoor Hills



Real Estate Business

Particulars (₹ Cr.)	Q4FY23	Q4FY22	% Var.	FY23	FY22	% Var.
Net Sales	289	321	(10%)	1,115	707	58%
EBITDA	70	56	25%	287	147	95%
<i>EBITDA margin</i>	<i>24.3%</i>	<i>17.5%</i>		<i>25.7%</i>	<i>20.8%</i>	

- Revenue recognition based on percentage completion method based on Ind AS 115
- Construction momentum maintained in both TenX Habitat and Address by GS projects
- EBITDA margin at 24.3% in Q4FY23 as compared to 17.5% in previous year

Current Status & OUTLOOK



Current Status of Operations & Outlook



Company expects to be on profitable growth momentum

Domestic Market:

- Resilient consumer demand however, K Curve led recovery witnessed, Uptick is expected driven by summer wedding season
- Continued focus on innovation and new offerings with increased focus on casual wear
- Build retail excellence and expand retail store network mainly through asset light franchise model– to open ~ 200 stores in next 12-18 months



Exports market: Concerns of inflation in US & Europe markets remain however strong order book in place for near term in Garmenting business

Real Estate:

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

Closely monitoring **rising input prices and inflation impacting demand**

Surplus cash of ~ **₹1,500 Cr in Raymond group** (on proforma basis) available as Growth Capital





Chairman & Managing Director on Q4FY23 performance

“

FY23 has been an year of exponential growth, as we doubled our net profit compared to previous year with strong growth in revenues delivered across all businesses. As we have charted out a clear roadmap for sustained growth, the recent corporate action announcements will fuel the company’s future with a clear focus on B2C lifestyle business and real estate business. In our continued commitment to create shareholder value, I am delighted to state that these two new entities will be zero net debt and are poised to scale new heights.

”

Gautam Hari Singhania

(Chairman & Managing Director)

Company
OVERVIEW



97+ Year Old Diversified Group

With strong presence across sectors



SUITING

~65% market share
in worsted suiting



SHIRTING

Largest branded player
in shirting fabrics



APPAREL

Amongst top 3
menswear players



RETAIL PRESENCE

Presence in 600+
cities with 1400+ Stores



GARMENTING

Largest exporter of men's
suits, jackets & Denim



REAL ESTATE

Market leadership in
Thane micro market



ENGINEERING

#1 brand in steel
files

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



DENIM

Leading Mfg. of
International Brands

...Amongst the top 3 players in businesses we operate

Group Values



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

Raymond Group Led by



GAUTAM HARI SINGHANIA

Chairman & Managing Director
Raymond Ltd.



ATUL SINGH

Executive Vice Chairman (Designate)
Ex – Coca Cola, Colgate - Palmolive



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



ATUL SINGH
Executive Vice Chairman
(Designate)
Ex – Coca Cola, Colgate -
Palmolive



S.L. POKHARNA
Director
Raymond Ltd.



AMIT AGGARWAL
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-Reality
Ex- ECL Finance
Gcorp Developers



BALASUBRAMANIAN V
Managing Director
JK Files &
Engineering Ltd.
Ex- Eaton Industrial,
Bosch Chassis



HEMANT LAKHOTIA
CEO – Tools & Hardware
Ex- Schneider Electric,
Crompton Greaves



ARVIND MATHUR
CEO-Denim
Ex- Coats Plc

Manufacturing Excellence

Fabric & Garmenting



SUITING

Mfg. World's Finest Fabric
250s – Worsted Suiting



SHIRTING

Mfg. World's Finest Fabric
340s – Cotton Fabric
150 Lea Linen Fabric



DENIM

Mfg. of High Quality Denim
Fabrics & Garments to Top Global
& Indian Brands



GARMENTING

End-to-End Integrated
Garment Mfg. of High
Value Menswear Clothing

~120mn meters of fabric & ~11mn garmenting capacity p.a.

PLANTS STRATEGICALLY LOCATED

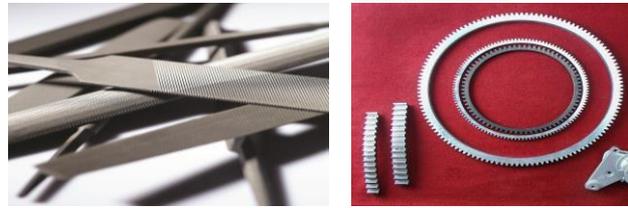
Cotton
Rich Belts

Weaving
Clusters

Skilled
Workforce

Manufacturing Excellence - Engineering & Real Estate

Engineering



- **#2 Global supplier of Steel Files**
- **One of the leading global players in Ring Gears**
 - a. End to end manufacturing solutions provider for files & drills
 - b. Sole manufacturer of Flex Plates in India
- **Aggregate Capacity:**
 - a. Files – 7.4 mn dozens
 - b. Drills – 21.6 mn units
 - c. Ring Gears – 9.1 mn units
 - d. Flex plates – 0.6 mn units
 - e. Bearings – 5.7 mn units

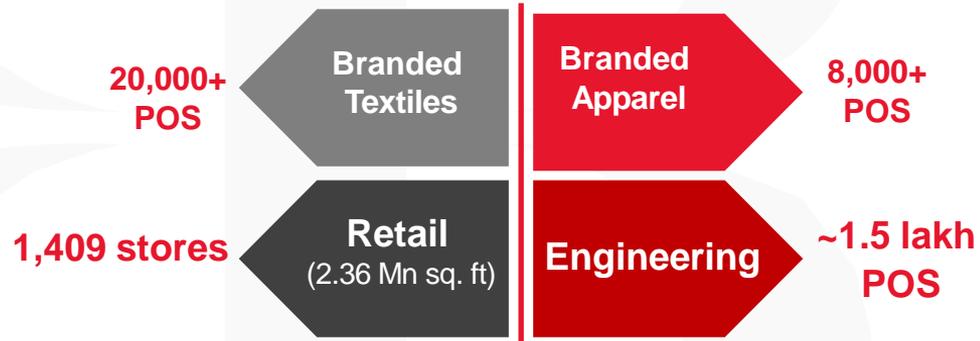
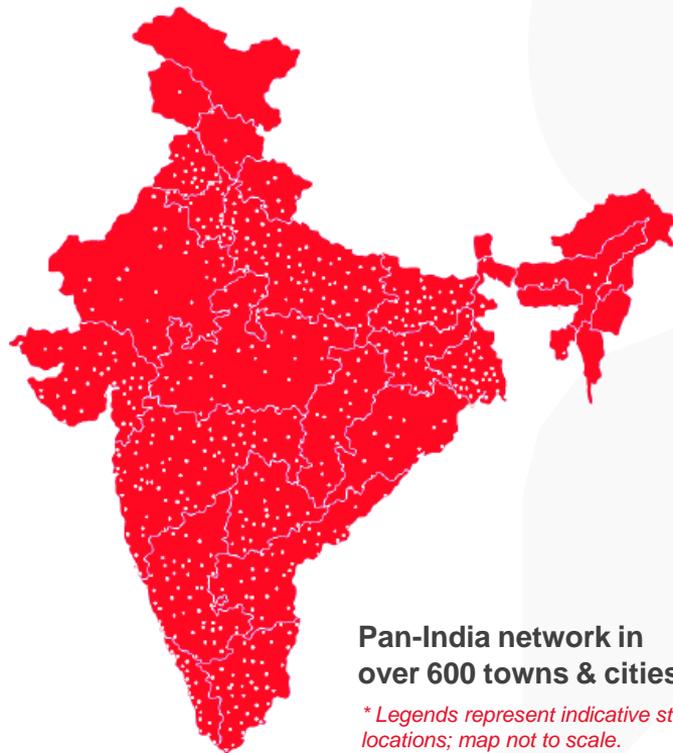
Real Estate



- a. Fast paced construction activity
- b. Acceptance of design
- **Total Units Planned:**
 - a. Ten X Habitat: 3,103 units
 - b. The Address by GS: 549 units
 - c. TenX ERA : 905 units

Domestic presence

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



Our Brands

Home grown portfolio of renowned brands with high recall value

BRANDED TEXTILE



SINCE 1925



BRANDED APPAREL



REAL ESTATE



ENGINEERING



Presence in Africa & Asia
through multiple sub- brands

International Presence

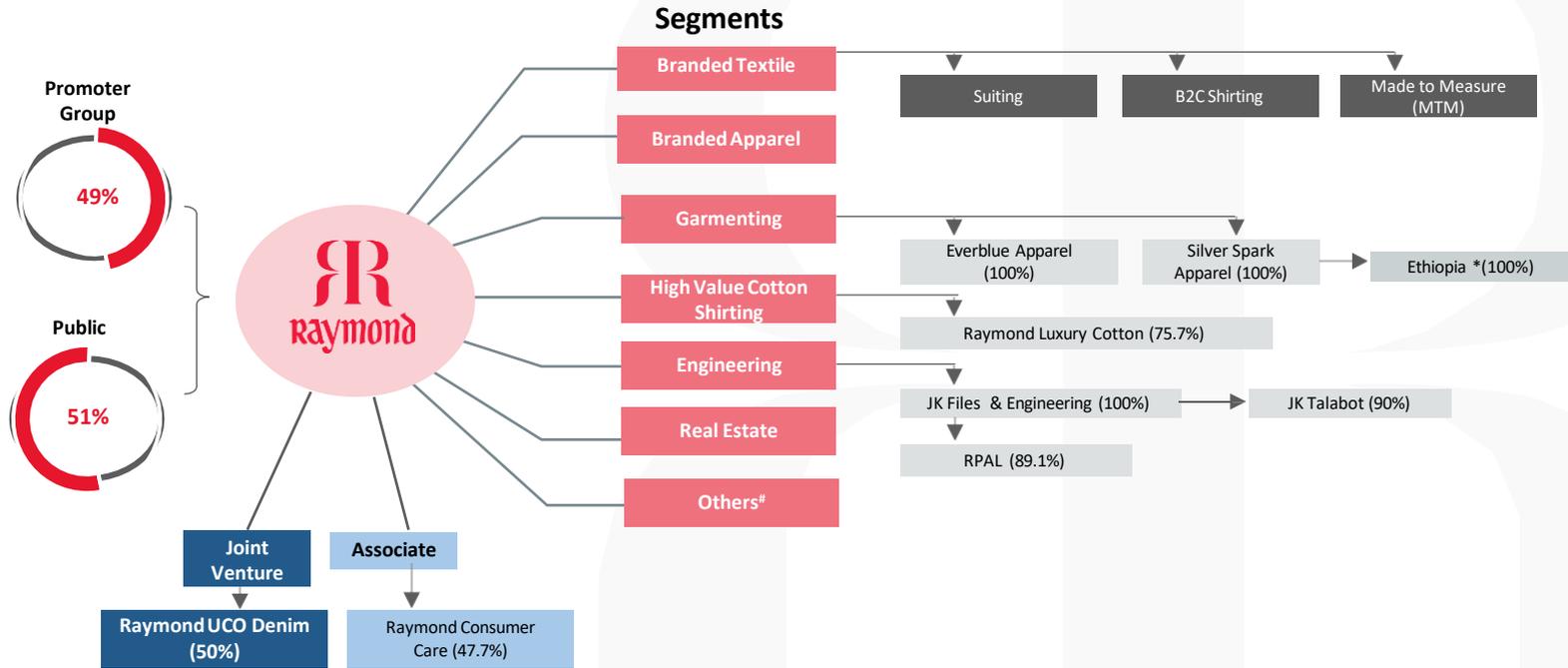
Global Footprint in 90+ Countries through diversified businesses



 Overseas Store Location  Manufacturing Location

* Legends represent indicative store locations; map not to scale

Raymond Group at a Glance



(1) Raymond shareholding pattern as of 31st March 2023 as per BSE

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

* Silver Spark Apparel Ethiopia Plc | [#]Includes Non-Scheduled Airline operations

Note: The structure includes key companies & operating businesses only

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THANK YOU