

Press Release

RAYMOND LIMITED - FINANCIAL RESULTS Q4 - FY 13-14

Highlights

- Consolidated Net Sales for the quarter up 16% to Rs. 1244 crore
- Consolidated EBITDA for the quarter up 29% to Rs. 142 crore, Margin improvement of 114 bps to 11.4%
- Consolidated Net Sales & EBITDA up for the year by 12% and 24% respectively
- Consolidated PAT for the year stood at Rs. 108 crore compared to Rs. 29 crore in the previous year
- The Board of Directors has recommended a dividend of 20%

Mumbai, April 30, 2014: Raymond Limited today announced its unaudited financial results for the fourth quarter and year ended March 31, 2014.

A snapshot of the results is given below:

Rs in Crore	Consolidated Results Snapshot					
	Q4 FY14	Q4 FY13	Y-o-Y	FY14	FY13	Y-o-Y
Net Sales	1,244	1,069	16%	4,548	4,069	12%
EBITDA	142	110	29%	553	445	24%
EBITDA %	11%	10%		12%	11%	
Net Profit	8	1	1239%	108	29	275%

Mr. Raymond

Certain business segments in the published financial statements have been re-classified to provide better clarity on the business performance. The corresponding prior-period figures have also been re-classified to conform to the revised classification. Consequent to these changes, the segment numbers in this press release are strictly not comparable with the earlier press releases.

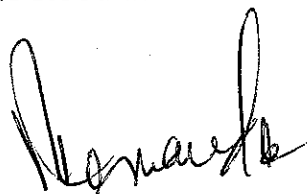
The **Textile segment's** sales for the quarter ended March 31, 2014 witnessed an increase of 4% at Rs. 534 crore on the back of higher realization in domestic as well as in the export segment. EBITDA for the quarter stood at Rs. 104 crore.

The **Apparel segment's** Net sales for the quarter stood at Rs. 234 crore, an increase of 21% on Y-o-Y basis. The segment achieved a marginal profit at EBITDA level for the quarter compared to a loss of Rs. 19 crore in the previous period.

The **Retail Stores** count as at March 31, 2014 stood at 956 across all formats, including 43 stores in the Middle East and SAARC region covering over 1.8 million square feet of Retail space. During the quarter ended March 31, 2014, like to like sales growth blended across all formats grew by 12%. Total sales through the exclusive retail network grew by 16% Y-o-Y.

The **Garmenting** segment's net sales grew by 28% to Rs. 114 crore during the quarter. EBITDA rose by 40% to Rs 19 crores.

The **Cotton Shirting Fabric** business grew by 32% to Rs. 92 crore during the quarter led by strong performance in the domestic and export market. EBITDA for the quarter stood at Rs. 9 crore compared to a Loss of Rs. 3 crore in the previous period.

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The **Denim** business witnessed 27% Sales growth during the quarter and stood at Rs. 252 crore led by higher realizations in the export market. EBITDA was impacted due to higher input cost.

Sales in the **Tools & Hardware** segment Grew by 5% to Rs. 112 crore. However, EBITDA for the quarter declined to Rs. 10 crore.

Sales in the **Auto Component** segment grew by 21% to Rs. 70 crore. However, EBITDA for the quarter declined by 11% to Rs. 6 crore.

Announcing the results, **Mr. Gautam Hari Singhania, Chairman & Managing Director, Raymond Limited** said: "We closed the financial year 2013 -14 on a positive note with a significant turnaround in performance at the PAT level. We are hopeful of improvement in the domestic sentiments in the coming quarters. We will continue to focus on our core areas of Brand building, Retail network expansion, Innovation and Enhancing customer experience. We are fairly optimistic about the coming financial year and will invest for growth".

About Raymond

Raymond offers end-to-end solutions for fabrics and garmenting. It has some of the leading brands in its portfolio including Raymond, Park Avenue, Raymond Premium Apparel, Parx, Color Plus, Makers amongst others. Raymond has one of the largest exclusive retail networks in the textile and fashion space in India.

As a part of the diversified Group, we also have business interests in men's accessories, personal grooming & toiletries, prophylactics, energy drinks, files & tools and auto components.

Visit us today at www.raymond.in to witness how we cater to the needs of 'The Complete Man'

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