



CORPORATE OFFICE
MAHINDRA TOWERS, B WING, 3RD FLOOR,
PANDURANG BUDHKAR MARG, WORLI,
MUMBAI 400 018, INDIA.

Press Release
For Immediate Dissemination

RAYMOND LIMITED - FINANCIAL RESULTS DECEMBER QUARTER FY 2011-12

Resilient performance amidst challenging times

Highlights for the quarter ended December 2011:

- Consolidated Net Sales grew by 12% on YoY basis to Rs 952 crore
- Consolidated Net Profit of Rs 61 crore as against loss of Rs 74 crore in the corresponding previous quarter

Mumbai, January 18, 2012: Raymond Limited today announced its unaudited financial results for the quarter ended December 31, 2011.

The snapshot of the results is given below

Rs. in crs.	Consolidated					
	Q3FY12	Q3FY11	Y-o-Y	YTD Dec 11	YTD Dec 10	Y-o-Y
Net Sales	952	852	12%	2693	2204	22%
EBITDA	165	172	-4%	435	357	22%
% of sales	17%	20%		16%	16%	
Net Profit	61	-74	NA	153	24	530%

The Textile segment (standalone) sales for the quarter ended 31 December 2011 registered an increase of 16% to Rs 514 crore on the back of both higher realizations and volume growth. The segment reported Earnings Before Interest and Tax (EBIT) of Rs 104 crore.

The **Branded Apparel** business witnessed a 7% increase in the quarterly sales to Rs 198 crore and reported an EBITDA of Rs 29 crore for the quarter. The branded apparel business has shown strong resilience in a challenging business environment.

Raymond's retail network has crossed 800 stores mark. The store count as on 31st Dec 2011 stood at 807, including 40 stores in Middle East and SAARC region covering over 1.6 million square feet of retail space..

The Indian operations of **Denim** business have witnessed a 11% sales growth during the quarter to Rs 171 crore, while its EBITDA stood at Rs 18 crore.

Announcing the results, **Mr. Gautam Hari Singhania, Chairman & Managing Director, Raymond Limited** said, *"After a robust performance in the first half of the current financial year, the third quarter has been more challenging. Consumer sentiment has been impacted mainly due to high inflation.*

However, we have a strong portfolio of power brands which have shown resilience during these times. Moreover, times like these help us become more efficient and competitive. We also believe that this is a short term phenomenon and the long term domestic consumption story in India is well intact. Accordingly we will continue to focus on our core strategies and strengths and will continue to roll out our retail expansion plan in smaller towns and cities as envisaged"

For further information, please contact:

Magline Rufina, Raymond Ltd.

Magline.Rufina@Raymond.in

Tel: 022 2268 6077

