

Raymond



PRIMED FOR GROWTH

ANNUAL REPORT 2022-23

PRIMED FOR GROWTH

An organization that is nearing a century of its existence and touching a wide Indian diaspora must calibrate itself constantly. We at Raymond have demonstrated this by strengthening our core to shape an organization for

tomorrow with our affirmative corporate actions. Now, with a sharper focus on our two core businesses of Lifestyle and

Realty while being a net debt free group, Raymond is primed for growth to achieve new milestones.

Forward-looking statement

This Annual Report contains statements about expected future events and financial and operating results of Raymond Group, which may be classified as forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is high possibility that the assumptions, predictions and other forward-looking statements will not prove to be accurate. Further, certain key performance indicators mentioned in the Annual Report are based on classifications made by the Company. Do not place undue reliance on forward-looking statements as a number of factors could cause assumptions and actual future results or events to differ materially from those expressed in these forward-looking statements.

‘The Raymond Group’ or (‘The Company’) includes reference to Raymond Limited (standalone as well as consolidated), its Subsidiaries, Joint Venture and Associates.

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Ten Year Highlights

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Raymond at a Glance

Raymond Limited (Raymond) is a diversified group that is a leading name in the Textile & Apparel sectors, along with an established Engineering business and a rapidly growing presence in Real Estate sector. A home-grown company, with roots dating back to 1925 as a small woollen mill at Thane (Maharashtra), we deliver world-class products and offerings. We are amongst India's most trusted brands.

Recorded Highest Ever Revenue and Profitability in the Year FY23

₹8,337 Crores
Consolidated revenue

₹1,322 Crores
EBITDA

15.9%
EBITDA Margin

1,409
Exclusive retail stores

20,000+
Touchpoints in Branded Textile

600+
Cities and towns

About Raymond & Year in Review

Raymond

Our Values

Trust

Having stayed relevant for over nine decades, the trust bestowed on Raymond by its stakeholders has enabled us to be a market leader. Being one of India's most trusted textile and apparel brand, we believe that conducting business in a fair, transparent and ethical manner is pivotal to building strong relationships.

Quality

An iconic brand that has been at the helm of innovation, Raymond has always been recognised for its high-quality product offerings across price points. The testimony to Raymond's success is its loyal consumer base spanning domestic and international markets.

Excellence

At Raymond, we believe in achieving excellence in all we do. Be it crafting world-class offerings, implementing industry best-practices or delivering a delightful service experience, the quest for excellence is integral to Raymond.



Our Businesses

Consumer Business

Branded Textile

Suiting
Shirting
Made to Measure (MTM)
Home Textile (Bed & Bath)

₹3,364 Crores
Sales

20,000+
Touchpoints across 600+ cities and towns in India

Exports to

30+
Countries



Branded Apparel

Raymond Ready to Wear (RRTW)
Park Avenue
ColorPlus
Parx
Ethnix by Raymond

₹1,328 Crores
Sales

~8,350
Touchpoints across 600+ cities and towns in India



Retail

2.36 mn sq. ft.
Retail space

12.4 mn+
Raymond Rewards members

1,409
Exclusive Stores

1,365
Stores in 600+ cities and towns in India

44
Global stores in 7 countries



About Raymond & Year in Review



Business to Business (B2B)

Garmenting

High-end suits
Jackets
Trousers
Shirts

₹1,100 Crores
Sales

Caters mainly to USA, Europe and Japan

Exports to

25+
Countries



High Value Cotton Shirting

Cotton
Linen

₹762 Crores
Sales

Caters to major domestic brands



Our Businesses

Engineering Business

Tools & Hardware

Steel Files
Cutting Tools
Hand Tools
Power Tools Accessories

Auto Components

Ring gears
Flex Plates
Bearings

₹864 Crores
Sales

Exports to

65+
Countries

Leader in domestic files market;
caters to major domestic players
and exports mainly to USA,
Canada, Europe and Asia



Real Estate

~120 acres
Land parcel at a prime location
in Thane, Maharashtra

~24 acres
Currently being developed

~3 mn sq.ft.
RERA approved carpet area

₹1,115 Crores
Sales

3,026
Units sold till Mar-23



Joint Venture

Denim

Fabric
Garments

₹973 Crores
Sales

Exports to

~30+
Countries

Strong market presence across
Americas, Asia, Europe and
domestic markets



Primed for Growth



Dear Shareholders,

It has always been a pleasure to write to you this annual message and apprise you of the business performance for the year. The year gone by has left its mark particularly on the Indian economy that reached the landmark of becoming the 5th largest economy in the world and optimistically reaching \$5 trillion GDP milestone by FY27 seems to be a new reality. To attain this, Indian economy will require to register a strong growth and there are numerous growth drivers to fuel the same.

The core strength of India lies in its population of 1.4 billion and diversified demographics. India has a relatively young population with ~26% below 14 years and ~67% between 15-64 years when compared to the developed world. Even as the world is striving to fight away the economic fallout of the pandemic, inflation and recession, fears have kept global consumption damp. However, India's overall domestic growth is an exemplary tale of resilience. While there have been a few blips, recovery has stayed on course and Indian consumer's demand for goods and services will remain robust in the coming decade.

"Our journey during the last financial year has been stupendous where we achieved the highest revenue and profitability and have set new benchmarks for ourselves. It's a wonderful feeling to have delivered on a promise as we remain steadfast to reshape the organisation for the future which is now Primed for Growth"

Additionally, the altering geopolitical shifts are redefining the way business is done across the world with the rising consciousness of buyers carefully evaluating sourcing destinations. Consumer consciousness is undergoing a rapid transformation and embracing change is the new norm. It is heartening to see the rise of a new age India booming with hope and optimism.

Considering this backdrop, I am extremely optimistic about India's positioning as the manufacturer to the world. Our resilience as a nation has proved us to be an outlier in comparison to the western world and today, we are in a bright spot as a surging economy and a preferred sourcing destination for the Textile and Apparel Industry.

The rapid strides taken by Indian industry across sectors is hard to ignore and has also led to a growing population of new age India who are spending on buying smaller apartments. This context spells good news for Raymond Group that today has two Core businesses namely – Lifestyle and Real Estate.

Energising the Cores

As a 98-year young brand, we have always strived to reinvent ourselves for the future. In an endeavour to emerge as an agile, future ready organisation with a sharper business focus we have embarked on new initiatives that have empowered us to achieve our goal. Recently, we announced the sale of our FMCG Business which has enabled us to become net debt free at group level. The sale of deodorants and sexual wellness portfolio along with the Park Avenue and Kamasutra trademarks which is under Raymond Consumer Care Ltd (RCCL), to Godrej Consumer Products Ltd (GCPL) for ₹2,825 Crores is a move in this direction.

The recent announcement of the demerger of our lifestyle business into Raymond Consumer Care Ltd will create a listed entity with pure-play B2C-focused lifestyle business. Going forward, we intend to structure Raymond into two separate entities — one focused on Real estate and the other on the legacy fabric & apparel business. The fabric & apparel business is being demerged to the Raymond Consumer Care Ltd which will be listed, with Raymond shareholders getting four shares of RCCL for every five shares held in Raymond Ltd.

Fashioning the Future

At the heart of our heritage, Raymond is integral to India across households – from the common man to the ones seeking luxury. It is rare to find a trusted brand name that holds immense pride in hearts and minds of people and spans across price points. We remain committed to offer the best in fashion through all our brands while holding onto our innate core values of Trust, Quality and Excellence which will always be at the soul of all our initiatives. We are committed to our craft of creating the finest textiles and apparel in India while being inspired by the latest fashion trends through all our brands.

Building New Benchmarks

Fulfilling the dreams of new age India seeking high quality homes of their own at value-based pricing has been the goal of Raymond Realty. I believe that the belly of the market lies in building 1, 2 and 3 BHK homes. Having launched Raymond Realty in 2019, we have made phenomenal progress in the sector with the launch of three projects. The highlight of the year was the completion of the first 3 towers of our maiden project TenX Habitat 2 years ahead of RERA timelines which was a big milestone. The testimony to our success is that 80% of the inventory has already been sold in our projects TenX Habitat and Address by GS. Additionally, we are expanding through an asset light model for this business through JDAs. Going forward, we envisage Raymond Realty as a core business which will continue and take on new projects and JDAs in the MMR region that has enormous growth potential. A great product with right pricing has amped up our sales velocity coupled with fast paced construction activity have been encouraging.

New Ideas for Young Minds

Beyond Business, it has been our endeavour to do our bit for the society. Through our Singhania schools we believe in offering holistic value driven education has been the stepladder of great learning. I have taken on a mission to educate 1,00,000 children a year. As I pen this message, we are educating 20,000+ students through our seven Singhania schools and I hope to take this dream ahead.

To conclude, this annual report is a special one as from next year we would have two separate listed entities namely Raymond Ltd and Raymond Consumer Care Ltd. Our journey during the last financial year has been stupendous where we achieved the highest revenue and profitability and have set new benchmarks for ourselves. It's a wonderful feeling to have delivered on a promise as we remain steadfast to reshape the organisation for the future which is now Primed for Growth.

Gautam Hari Singhania

Chairman and Managing Director, Raymond Ltd.

Winning Edge

At the soul of Raymond resides the quest to delight our consumers through our quality offerings that are a reflection of our commitment to excellence in all we do. With numerous pioneering innovations, our focus to constantly innovate has won us the trust and respect of millions of consumers.



Manufacturing Excellence

Our state-of-the-art manufacturing facilities are strategically located across India that are seamlessly interwoven by our supply chain network to create world-class products.

Manufacturing world’s finest fabric

250s - worsted suiting fabric

340s - cotton fabric

150 lea pure linen fabric

Market Leadership

Leader in worsted suiting fabrics in India and amongst the largest in the world

Largest exporter of men’s tailored suits, jackets and trousers from India

One of the leading players in Branded Apparel menswear segment

Largest installed manufacturing capacity of steel files in the world

Manufacturing Capacity

~120 mn metres p.a.

of fabric capacity in suiting, shirting & denim*

~110 mn pieces p.a.

of files and drills

~11 mn pieces p.a.

of jackets, trousers, vests, shirts and denim

~15 mn pieces p.a.

of ring gears, flexplates and water pump bearings

* Denim manufacturing is in a JV company



Fostering engagement with Channel partners

- We have strong relationships with channel partners with whom we engage and collaborate closely, to deliver the brand promise
- With the ‘Midas’ mobile app, we are connecting our channel partners to drive operational efficiencies

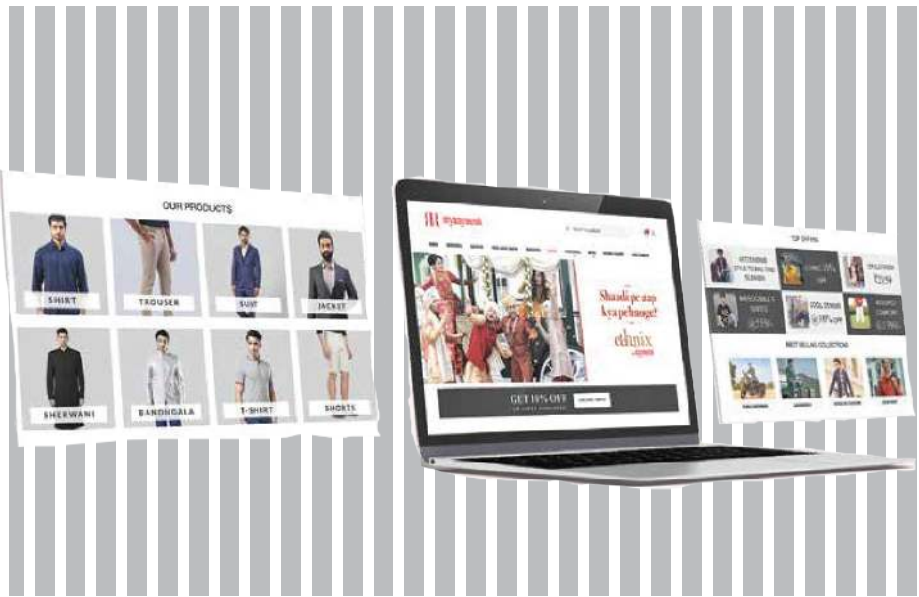
Expansive network and Strong relationships

Our pan-India network of over 20,000 Points of Sales (PoS) across Tier I to Tier VI towns has enabled us to become a household name

- Amongst the largest retail networks in India
- 1,409 Retail stores (1,365 in India)
- 600+ cities and towns

Future ready

- Raymond is fast integrating new-age technologies to stay one step ahead. While we have state-of-the-art manufacturing facilities, we are constantly improving our digital capabilities to support our core competencies
- Having rapidly scaled up our digital capabilities to reach out to channel partners, customers and employees, Raymond was able to compete in the e-commerce space with increased agility
- Through our digital transformation initiatives, we have enhanced our omni-channel presence across India by leveraging synergies between e-commerce and physical retail



Homegrown Portfolio of
Renowned Brands

Raymond has earned a distinctive position as India’s most trusted brand. Since our inception in 1925, we have been driven by our quest to innovate and offer our consumers high-quality products. Our brand portfolio comprises a wide range of marquee homegrown brands, which enjoy high repute and strong recall.



Branded Textile



No. 1 in worsted suiting fabrics in India
Largest branded shirting fabric player in India

Branded Apparel

Portfolio of market leading brands in menswear segment



Real Estate



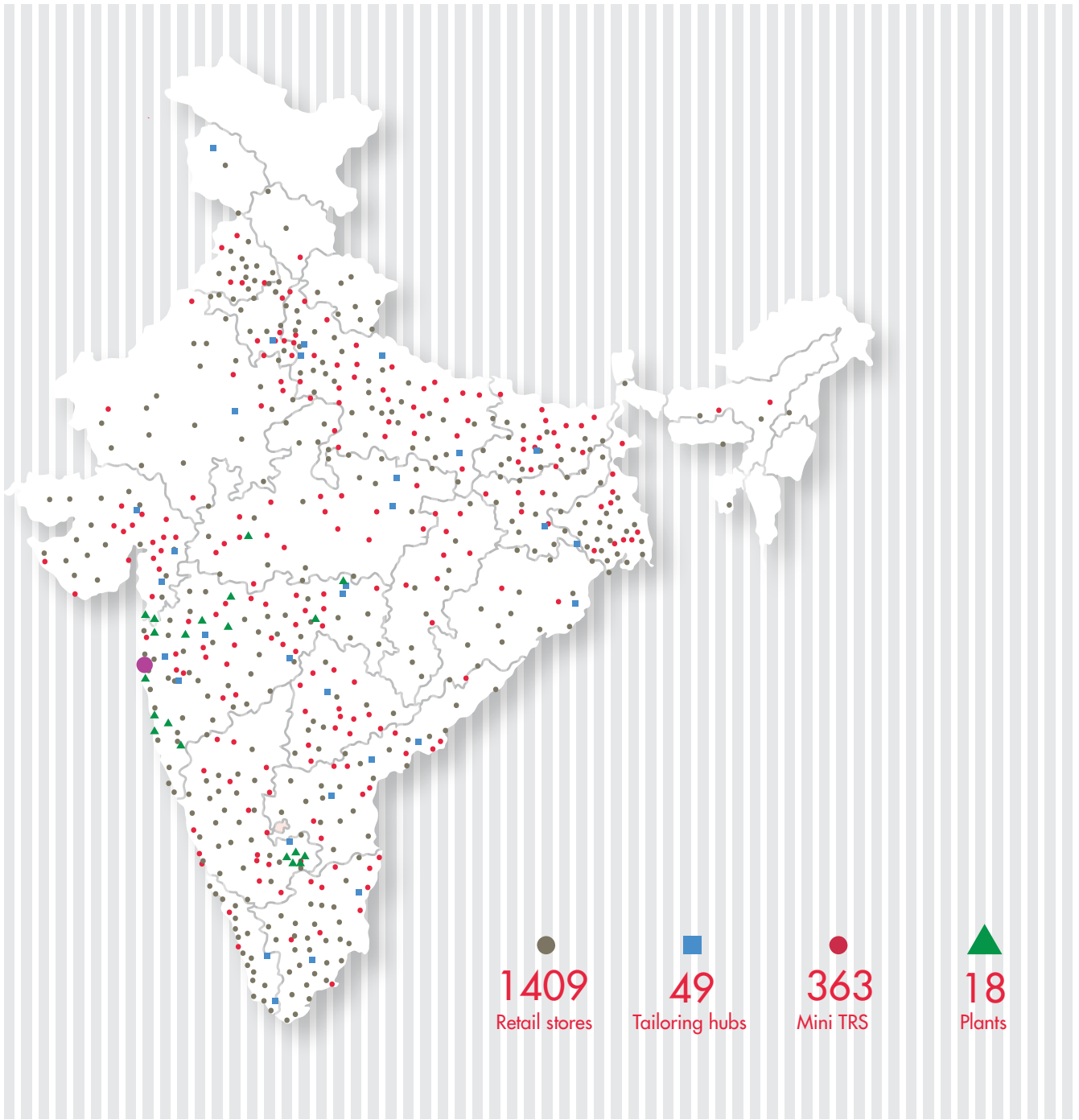
Engineering



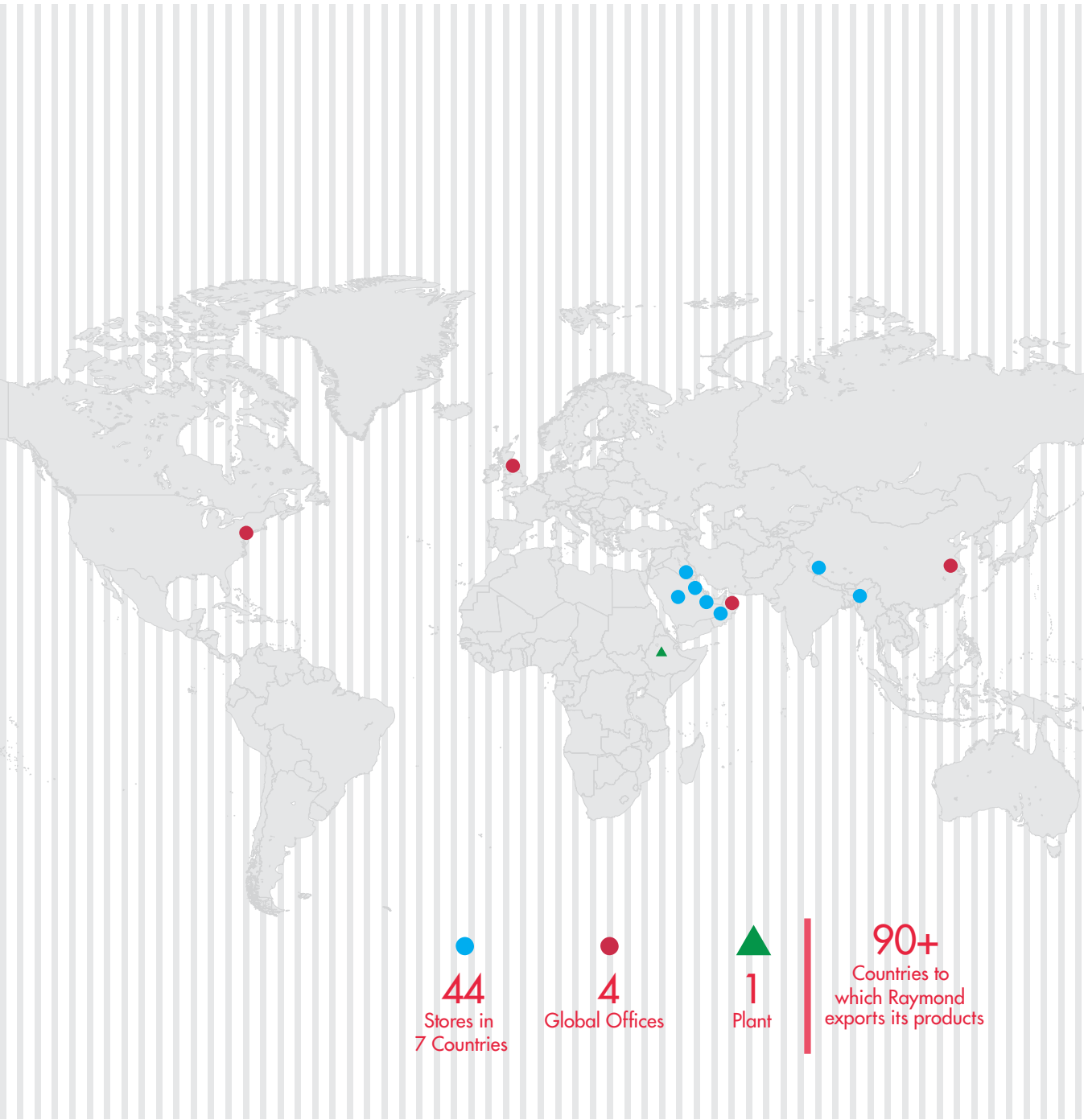
JK Super Drive -
No. 1 Brand in
Steel Files in India

Expansive Presence

National Presence



International Presence



Year in
REVIEW

