

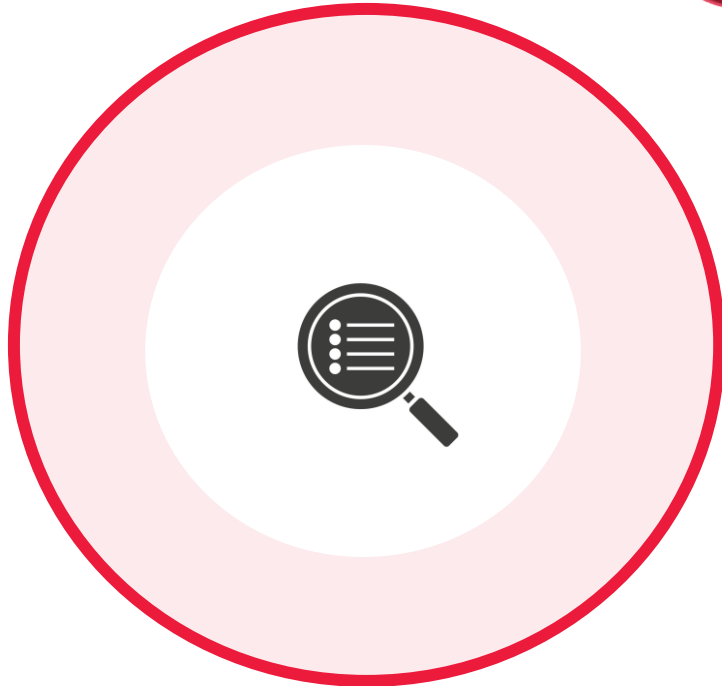


Raymond
LIFESTYLE LIMITED

Q1 FY26 RESULTS PRESENTATION
AUGUST 06, 2025



Table of Contents



01

Q1 FY26 Highlights

03-07

02

Q1 FY26 Financial Performance

08-10

03

Segment Performance

11-29

04

Raymond Lifestyle – 2.0

30-34

05

Leadership & Management Team

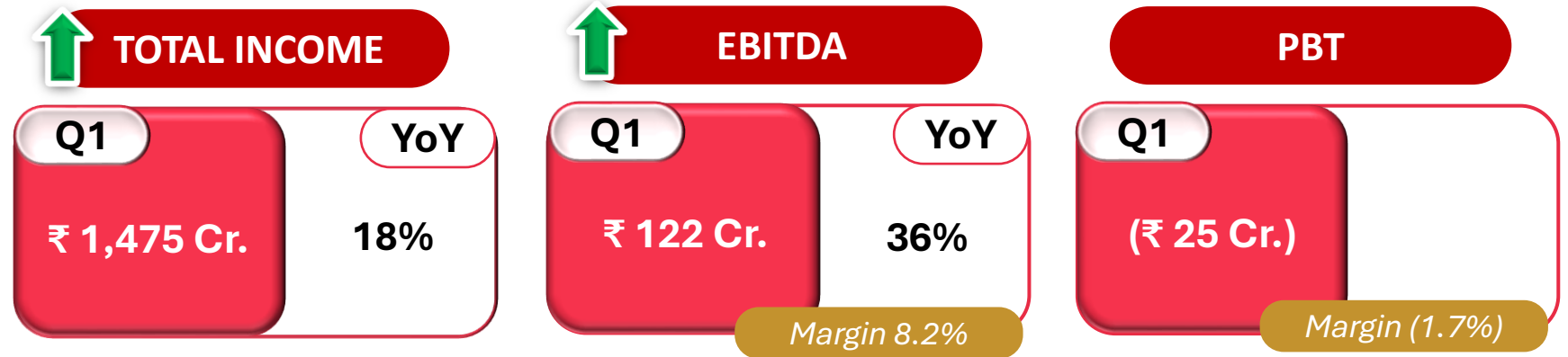
35-37



Q1'FY26 HIGHLIGHTS

Q1 FY26 - Performance Snapshot

FINANCIAL PERFORMANCE



OPERATING HIGHLIGHTS



Record Q1 Revenue Achieved



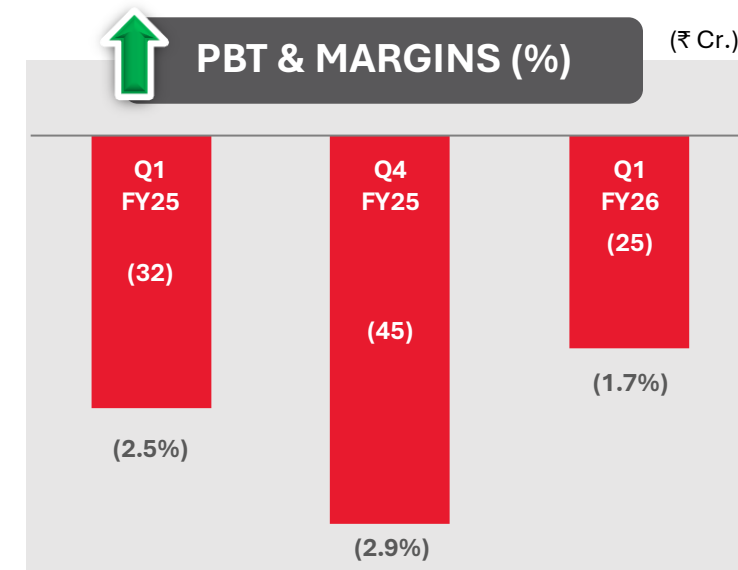
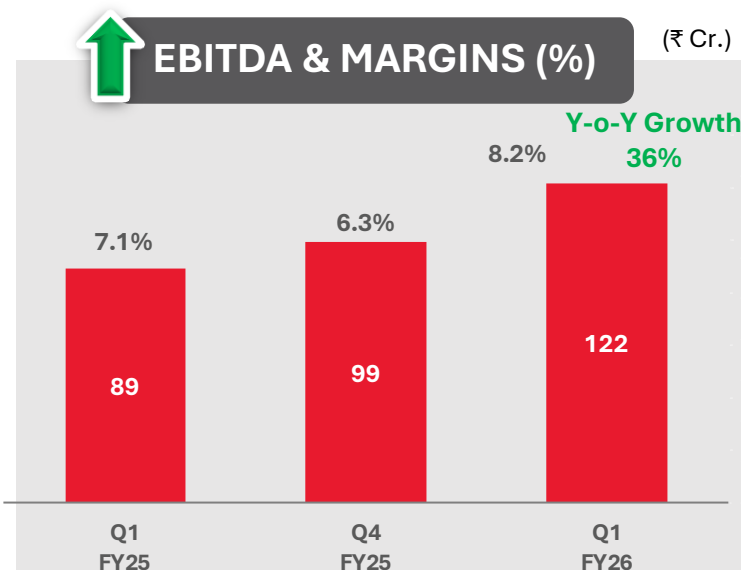
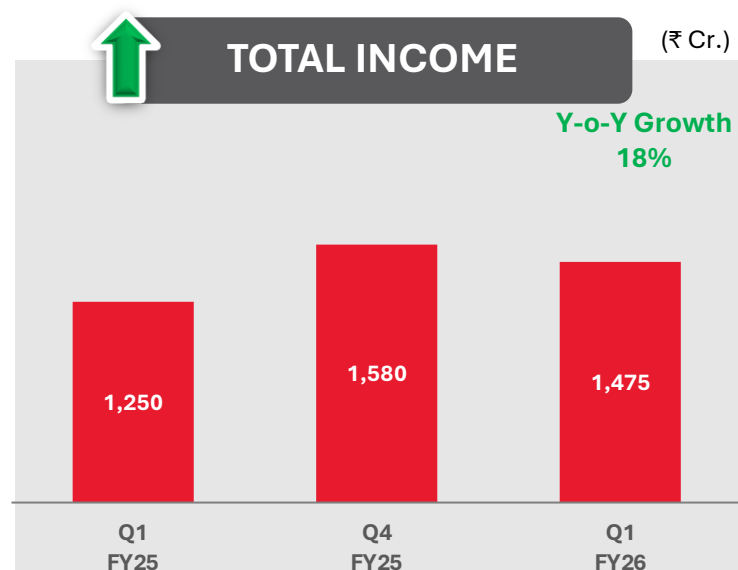
ECONOMY UPDATES

- Discretionary spending continues to be impacted primarily due to inflation and weak demand
- Geopolitical tensions and US Tariffs concerns continued to remain key challenges in the international market

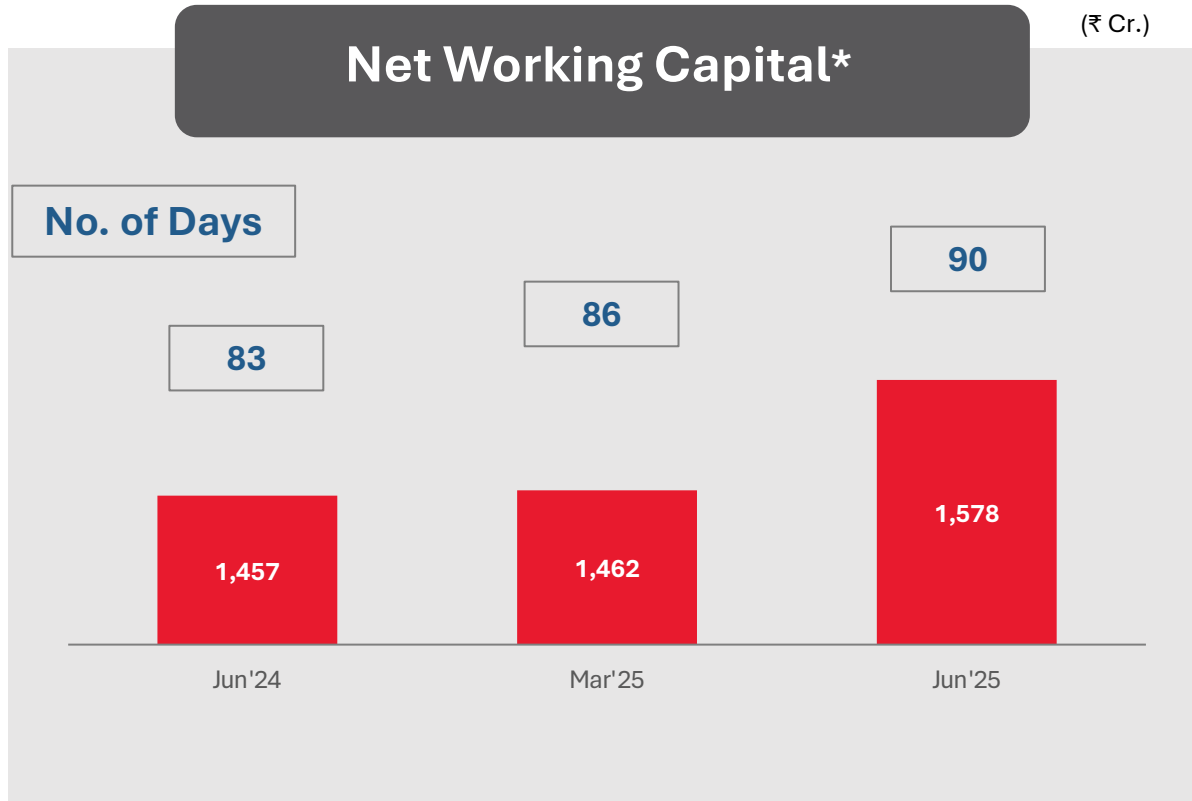
MARKET UPDATES

- UK FTA expected to trigger fresh demand shift to India
- Govt. efforts & early festive likely to boost consumption

Q1 FY26 Performance Highlights



- While Q1 is typically a seasonally weak quarter, **reported a Record Q1 revenue**, led by strong growth in Branded Textiles & Apparel
- TRS & MBO channels delivered robust growth, **driven by high number of wedding dates and increased consumer awareness**
- **EBITDA up 36%** on account of operating leverage despite marketing investments and muted consumer demand
- **Retail network optimized:** 22 new stores opened in quarter; 35 low-performing stores exited
- **Garmenting revenue impacted** predominantly due to **US tariff uncertainty leading to weaker order book**



- **NWC** stood at **90 days** in **Jun'25** v/s 83 days in Jun'24, mainly in Garmenting business
- NWC sequential increase was due to inventory build up for the festive season.

* NWC Days calculated based on Trailing Twelve Month Revenue



Q1'FY26 FINANCIAL PERFORMANCE

Q1 FY26 Performance Highlights

Consolidated Performance

Particulars (₹ Cr.)	Q1FY26	Q4FY25	Q1FY25	YoY
Revenue from Ops	1,430	1,494	1,220	17%
Other Income	45	86	29	52%
Total Income	1,475	1,580	1,250	18%
Expenses	1,353	1,481	1,160	
EBITDA	122	99	89	36%
<i>EBITDA Margin %</i>	8.2%	6.3%	7.1%	
Depreciation	89	91	75	
Interest Expense	57	53	46	
PBT	(25)	(45)	(32)	
<i>PBT margin %</i>	(1.7%)	(2.9%)	(2.5%)	
Taxes	5	2	9	
Net Profit	(20)	(43)	(23)	
Exceptional Items	0	(2.0)	(0.5)	
Net Profit Post Exception	(20)	(45)	(23)	

Quarterly

Post IndAS 116	TOTAL INCOME			EBITDA			EBITDA %	
Particulars (₹ Cr.)	Q1 FY26	Q1 FY25	YoY	Q1 FY26	Q1 FY25	YoY	Q1 FY26	Q1 FY25
Branded Textile	716	565	27%	103	54	90%	14.3%	9.6%
Branded Apparel	370	303	22%	19	15	26%	5.0%	4.9%
Garmenting	197	252	(22%)	(8)	9	(187%)	(3.9%)	3.5%
High Value Cotton Shirting	205	186	10%	20	10	90%	9.5%	5.6%
Others [#]	(13)	(56)		(11)	1			
Raymond Lifestyle Consolidated	1,475	1,250	18%	122	89	36%	8.2%	7.1%

[#] Others includes unallocated expenses, elimination and other income



SEGMENT PERFORMANCE



Particulars (₹ Cr.)	Q1 FY26	Q4 FY25	Q1 FY25	YoY
Revenue	716	727	565	27%
EBITDA	103	51	54	90%
EBITDA margin	14.3%	7.0%	9.6%	



REVENUE

Higher on account of robust volume growth, **strong bookings** and **higher wedding dates** as compared to the previous year



EBITDA

Almost doubled, with a margin expansion of **~480 bps Y-o-Y** on account of **improved product mix**.



Branded Textiles : New Product Launches



- Launched **Drape Code** in premium wool-rich blends (120s & 140s)
- Introduced **Flanella** all-wool jacketing range under the **Exotic Collection**
- Launched **Urban Flaire** in Super 100s and **Aldano** in Super 90s at attractive price points

Introduced **Linear Legacy** (AI-inspired, high fashion)



Chairman's Collection





Particulars (₹ Cr.)	Q1 FY26	Q4 FY25	Q1 FY25	YoY
Revenue	370	391	303	22%
EBITDA	19	2	15	26%
EBITDA margin	5.0%	0.4%	4.9%	

REVENUE



Strong growth was witnessed across all brands and key channels such as **EBO's, MBO's and online**.

Efforts to bring parity across channels helping growth in booking

EBITDA



Strong growth of 26% on account of **operational efficiencies and improved visibility** due to increased marketing spends.

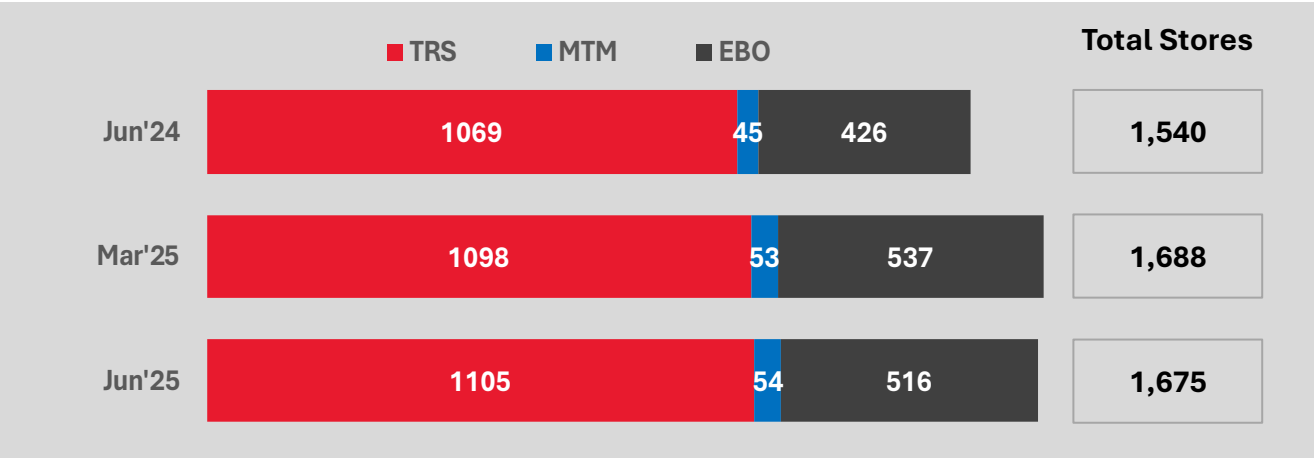


Our Brands

Raymond
LIFESTYLE LIMITED



Continuing expansion of retail footprint



Exclusive Outlets & Brands

THE Raymond SHOP

Raymond

ColorPlus

PARK AVENUE

parx

ethnix by Raymond

Raymond Made to Measure



WEDDING COLLECTION



- Opened 6 stores & closed 18 stores in Q1FY26 taking the tally to **140 stores**
- Newly Launched Smart Ethnix collection – an eclectic design code, defining an array of fusion silhouettes of Short Kurtas, Bundi and Trousers

ethnix
by **raymond**

FESTIVE COLLECTION



SMART ETHNIX





Particulars (₹ Cr.)	Q1 FY26	Q4 FY25	Q1 FY25	YoY
Revenue	197	248	252	(22%)
EBITDA	(8)	(7)	9	
EBITDA margin	(3.9%)	(2.9%)	3.5%	



REVENUE

Impacted on account of **US tariff uncertainty**



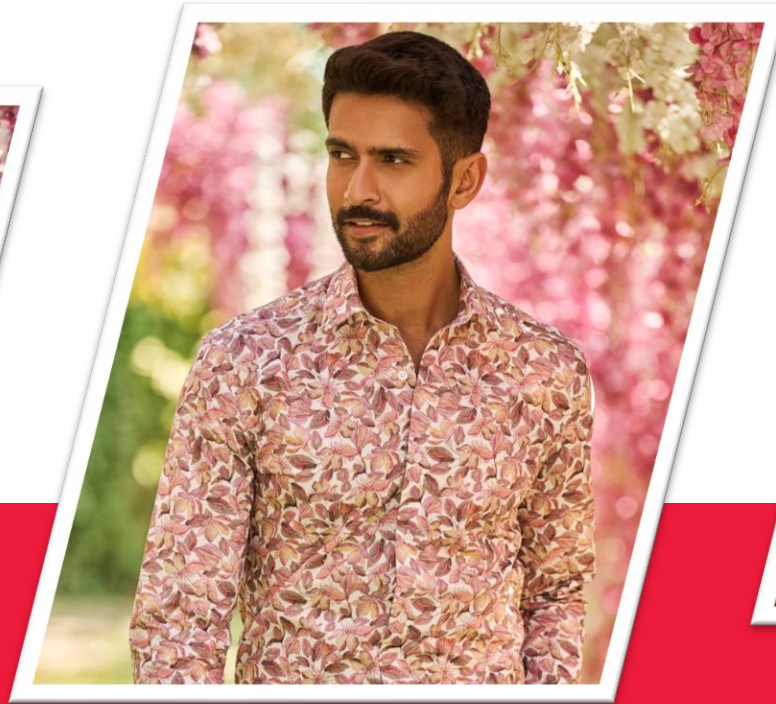
EBITDA

Impacted on account of **scale deleverage.**



High Value Cotton Shirting

Raymond
LIFESTYLE LIMITED



Particulars (₹ Cr.)	Q1 FY26	Q4 FY25	Q1 FY25	YoY
Revenue	205	185	186	10%
EBITDA	20	61	10	90%
EBITDA margin	9.5%	33.1%	5.6%	



REVENUE

Growth on account of **strong demand** from our B2B customers for our **cotton and linen fabric** offerings.



EBITDA

Growth predominantly on account of **higher sales** and **improved product mix**



Q4FY25 EBITDA included a one-time subsidy of ~₹ 53 Cr.

Garment Exchange Program (GEP)

Raymond LOOK GOOD
FEEL GOOD

EXCHANGE

YOUR PRE-OWNED GARMENTS
& GET

FREE STITCHING

ON SHIRTS & TROUSERS

04th JULY to 31st JULY
Available at The Raymond Shop and leading multibrand outlets*

In Association With
गूज..
GOONJ.. a voice, an effort
www.goonj.org

*T&C Apply

- Raymond believes a fashion statement can also make a huge soul statement.
- Encouraging the joy of giving by pledging the pre-owned garments/ apparel (from customers) to people in need through active collaboration with “Goonj” an NGO. In return, customers were offered **FREE STITCHING** on trouser and shirting fabrics.



ENVIRONMENT (E)



20%
Reduction in scope
1 & 2 Emissions by
2030



20%
Renewable Energy
Target by 2030



30%
Decrease in Waste
to landfill by 2030



ZERO
Liquid Discharge
(ZLD) by 2030

SOCIAL (S)



100%
Return to Work Rate



Single Digit
Employee Turnover
Rate



ZERO
Fatalities over the
past 5 years



20%
Gender diversity
target by 2030

GOVERNANCE (G)



100%
Independent
Directors on all
Committee

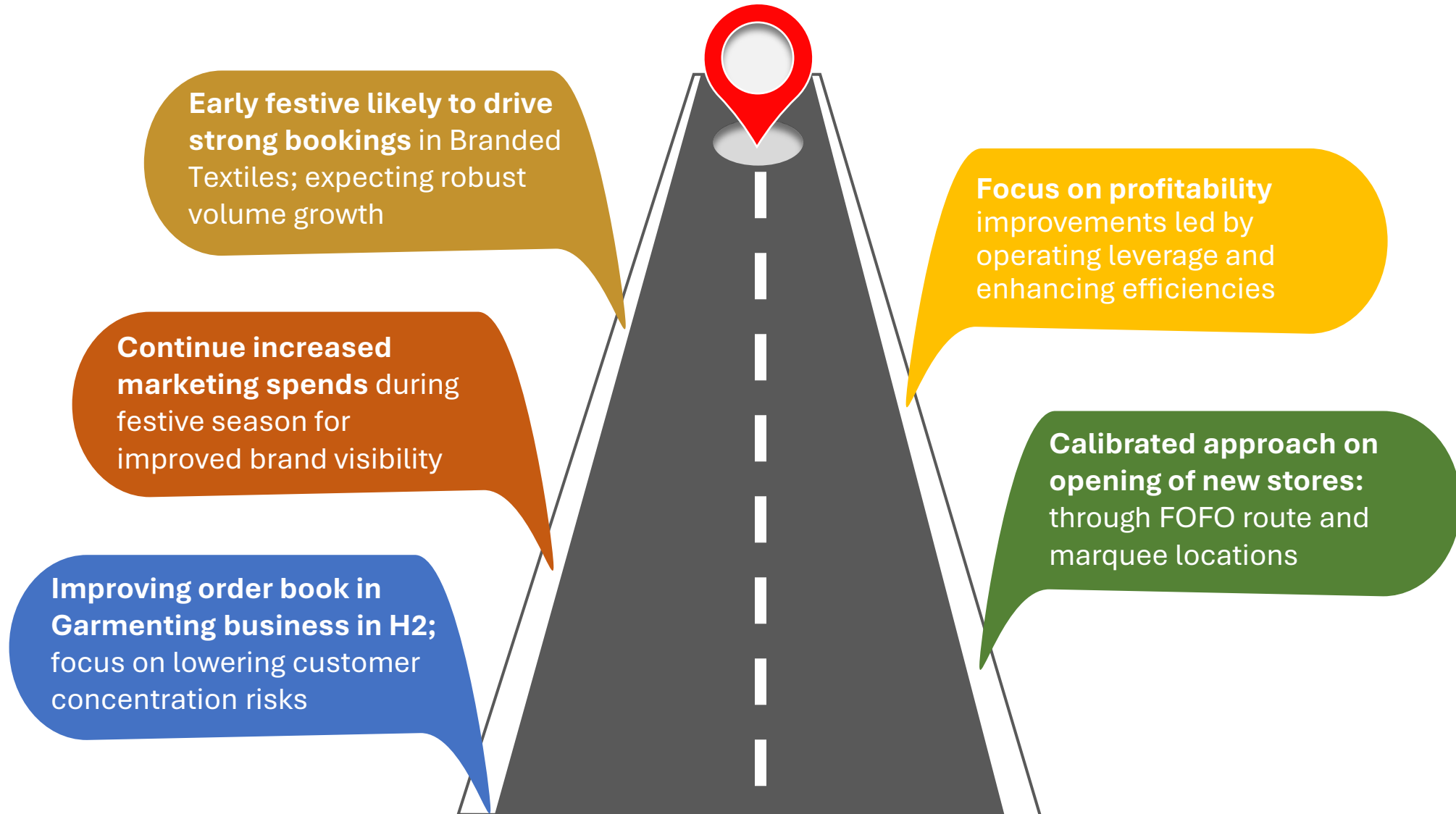


ZERO
Instances of
Bribery or
Corruption

“We are pleased to report improved quarterly performance, driven by signs of demand recovery across our key lifestyle segments. While we remain optimistic, we are also maintaining a cautious stance due to global macroeconomic uncertainties. We are closely monitoring key developments, including the opportunities presented by the UK-India Free Trade Agreement and the challenges posed by US Tariffs. Our agile strategies, combined with these evolving market dynamics, position us well to deliver sustained value to stakeholders.”



GAUTAM HARI SINGHANIA
Executive Chairman

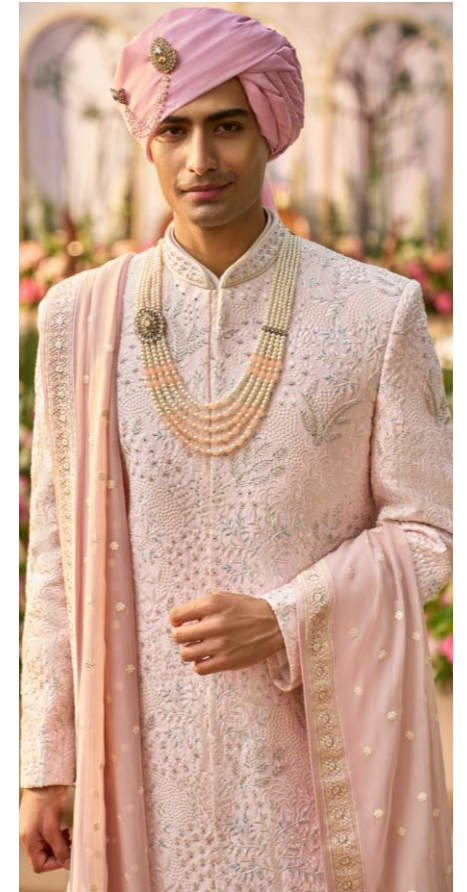


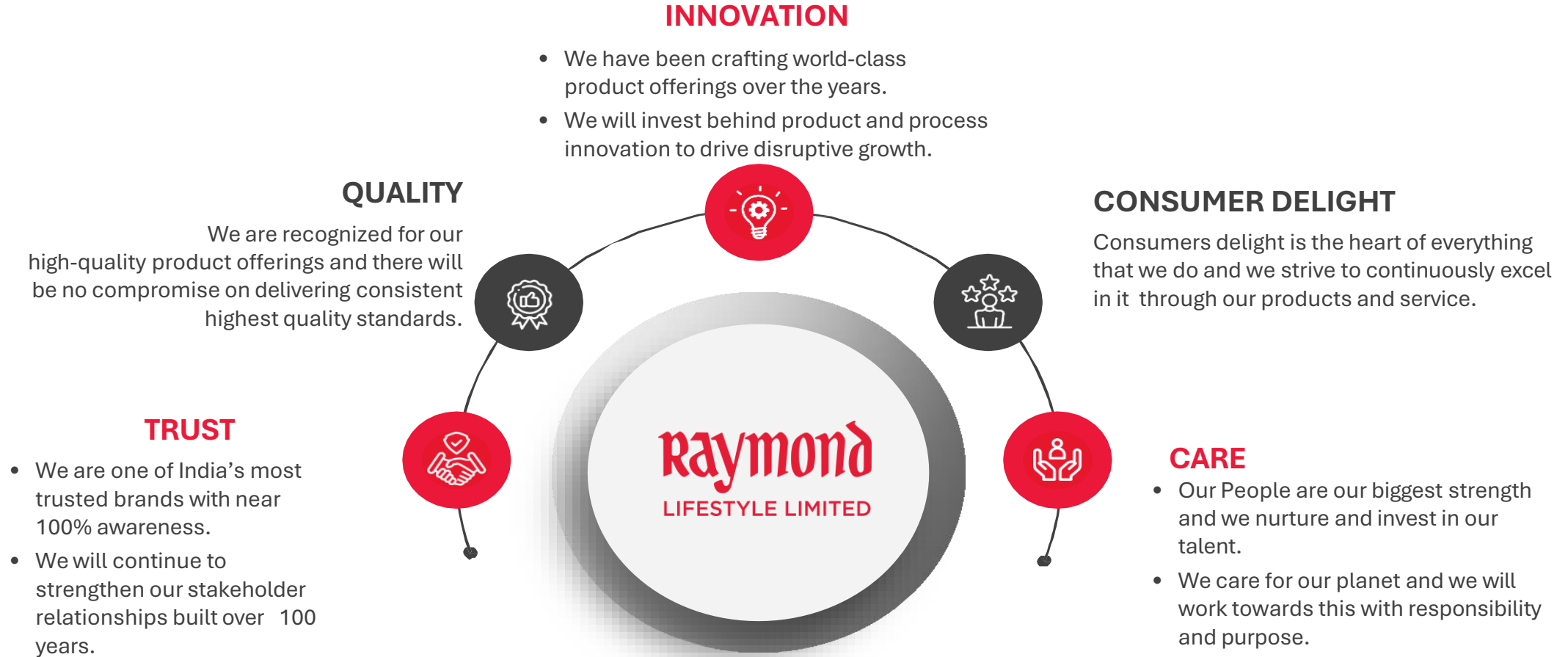


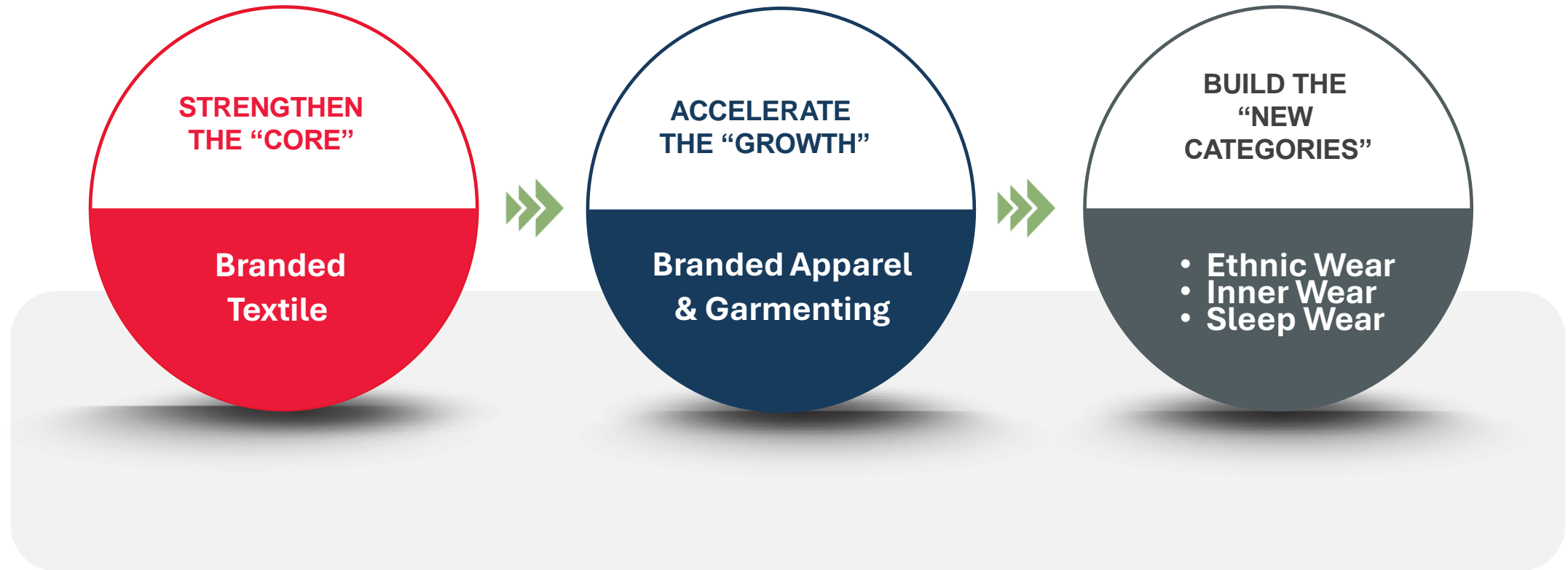
RAYMOND LIFESTYLE - 2.0



To be the leading **FASHION & LIFESTYLE** company with loved brands, fashion first approach and a delightful consumer experience to deliver superior stakeholder value.







Growth Drivers



RAYMOND - THE COMPLETE MAN



LEADERSHIP & MANAGEMENT TEAM

Strong Governance with High Pedigree Board Members



GAUTAM HARI SINGHANIA
Executive Chairman



K. NARASIMHA MURTHY
Independent Director
Ex- Director NSE, ONGC, LIC & UTI



VINEET NAYAR
Independent Director
Ex- CEO HCL



ANISHA MOTWANI
Independent Director
Strategic Advisor, World Bank



MAHENDRA V. DOSHI
Independent Director
Chief Promoter & CMD LKP Finance



DINESH LAL
Independent Director
Over 50 years of diverse industry experience



GIRISH C. CHATURVEDI
Independent Director
Ex- Chairman ICICI, NSE & PFRDA



RAJIV SHARMA
Independent Director
Ex- CEO COATS

Led by Experienced Management Team



VIKRAM MAHALDAR
Chief Business Officer
(Suiting)



ANUPAM DIKSHIT
Chief Business Officer
(Shirting)



NEERAJ NAGPAL
Chief Business Officer
(Apparel, MTM & TRS)



VIPUL MATHUR
Chief Business Officer
(Home & Ethnix)



MANISH BHARATI
Chief Business Officer
(Garmenting & IB)



DEBDEEP SINHA
Chief Business Officer
(Sleepz & IW)



MLN PATNAIK
Chief HR Officer



RAVI HUDDA
CDO, Lifestyle & Group CIO

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