

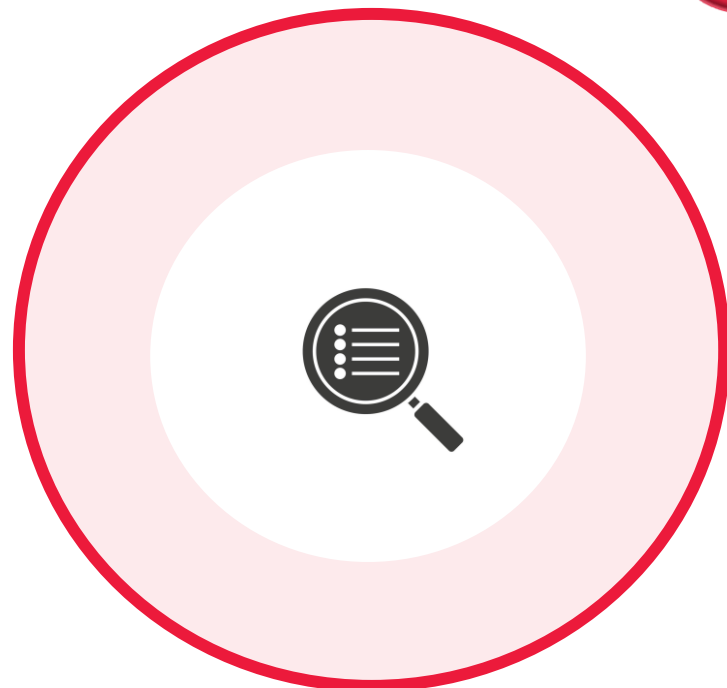
Raymond

LIFESTYLE LIMITED



RESULTS PRESENTATION Q4FY26 & FY26

May 06, 2026



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02	<u>Financial Performance</u>	08-11
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HIGHLIGHTS

Performance Highlights - FY26: "Year of Recovery"

Total Income



₹7,000 Cr+

Crossed historic mark for the first time. **Highest ever Q4 revenue** on solid domestic performance.

EBITDA Growth & Margin



₹804 Cr, +23% Growth

Driven by **improved product mix** and operating leverage despite higher ad spend.

Working Capital



77 Days

Efficiency gain from **87 days (FY25)**. Optimized inventory and receivables management.

Retail Network



1653 Stores

Network optimization: Opened 89 premium stores and strategically exited **124 low-performing units**.

Liquidity Profile



Net Debt Free

Maintaining a robust and resilient balance sheet through the recovery cycle with **₹179 Cr Net Cash Surplus**.

Global Context

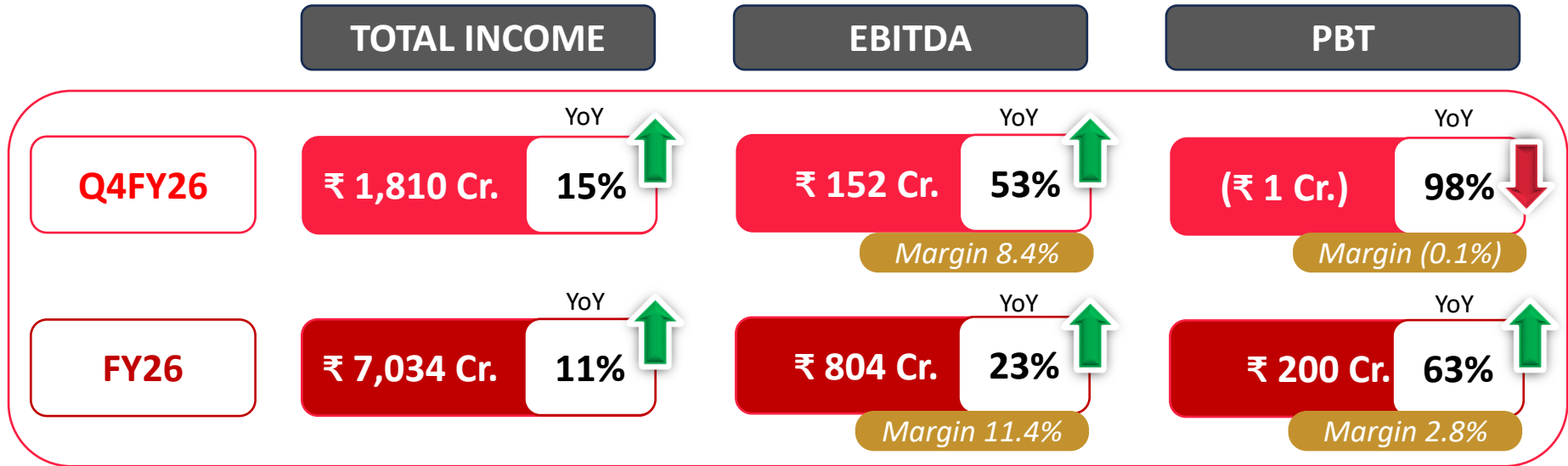


Resilience

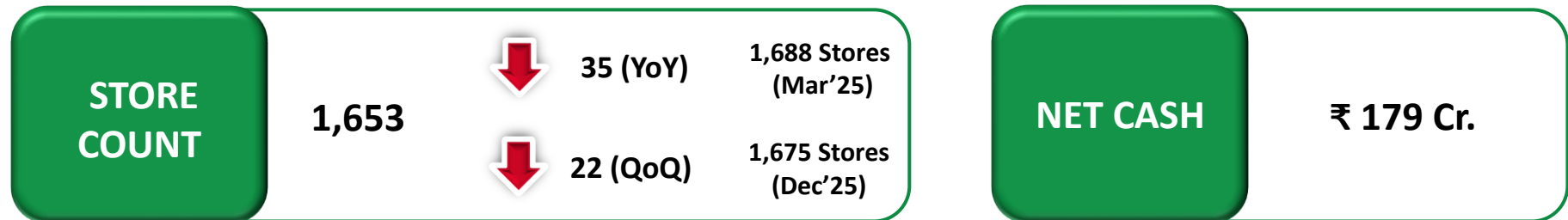
B2B/Garmenting impacted by **US tariff uncertainty**; managed via strong domestic focus.

Q4FY26 & FY26 - Performance Snapshot

FINANCIAL PERFORMANCE



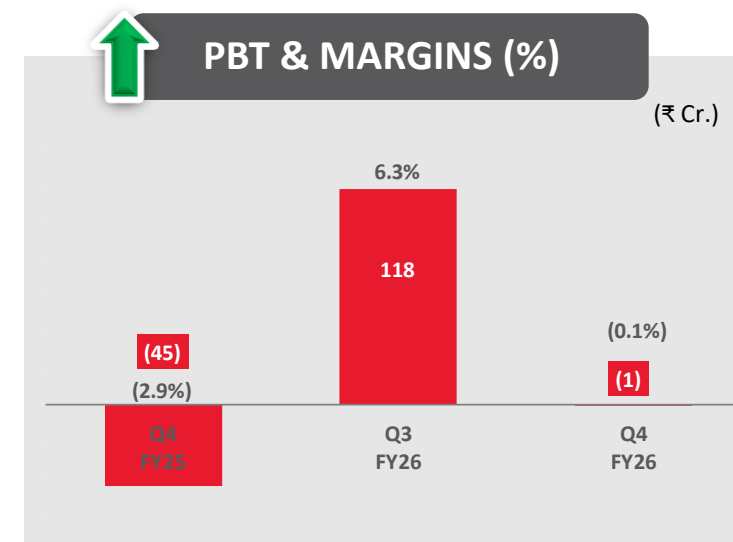
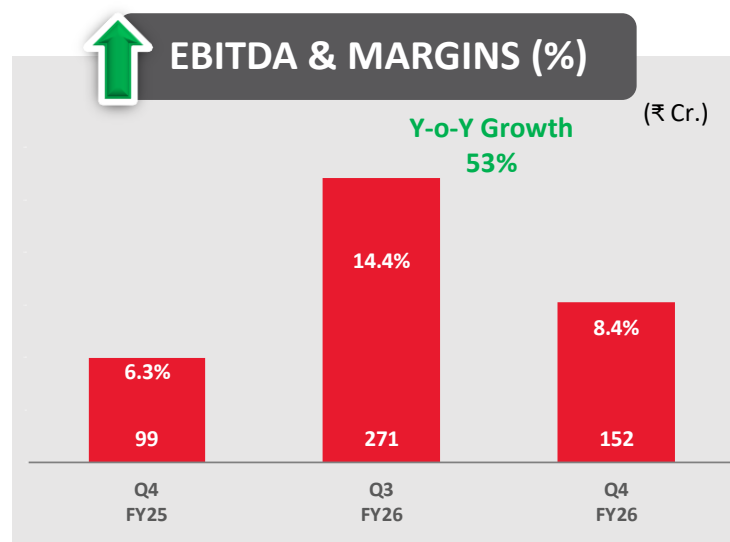
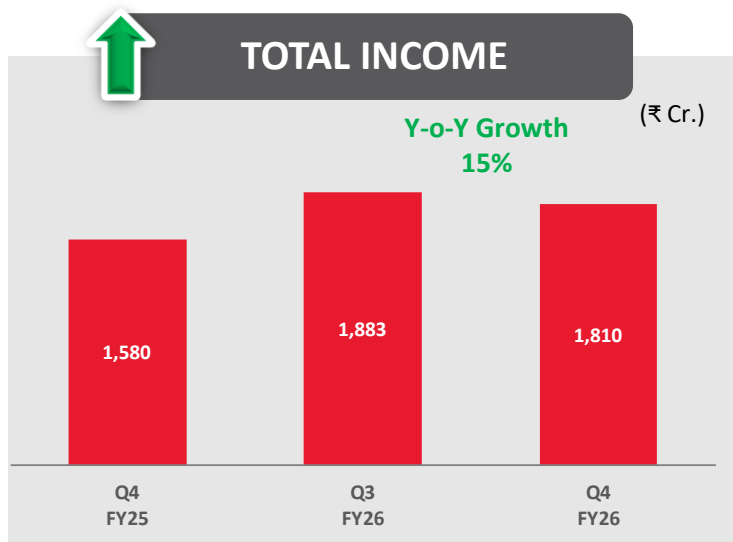
OPERATING HIGHLIGHTS



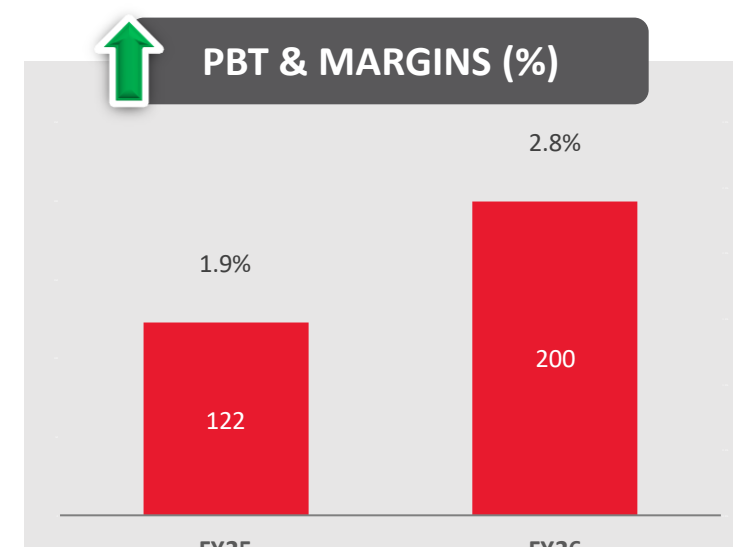
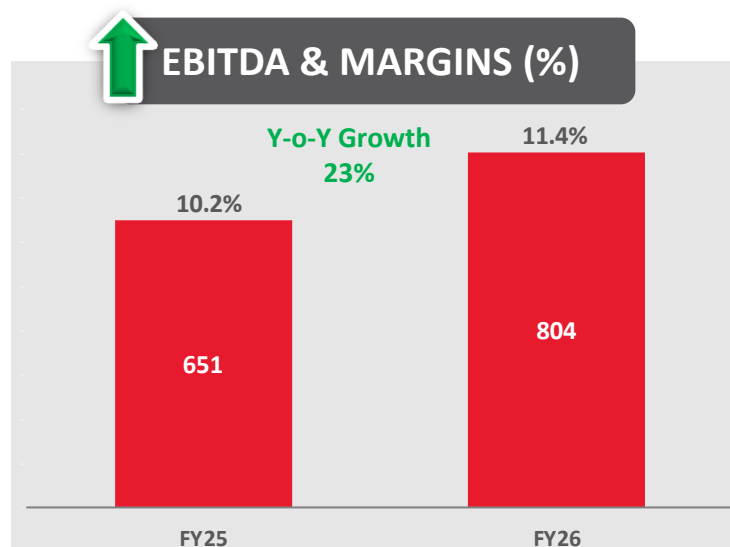
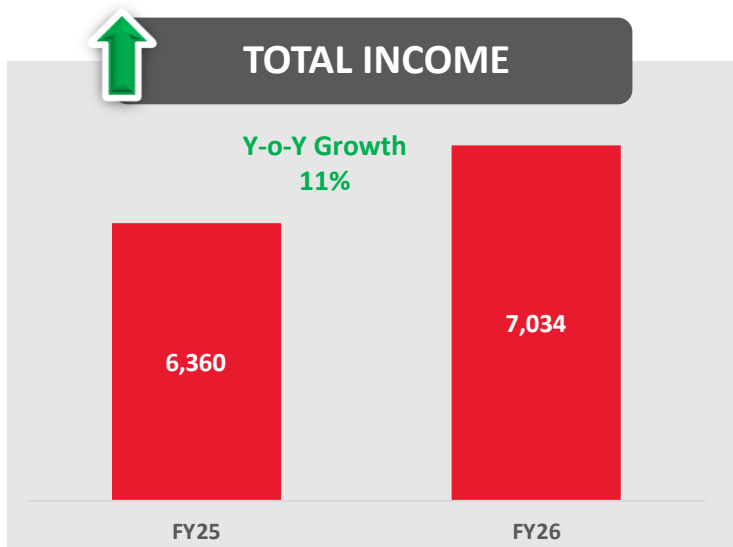
Strong Domestic growth drives solid performance despite weak global demand

Q4FY26 & FY26 Performance Trends

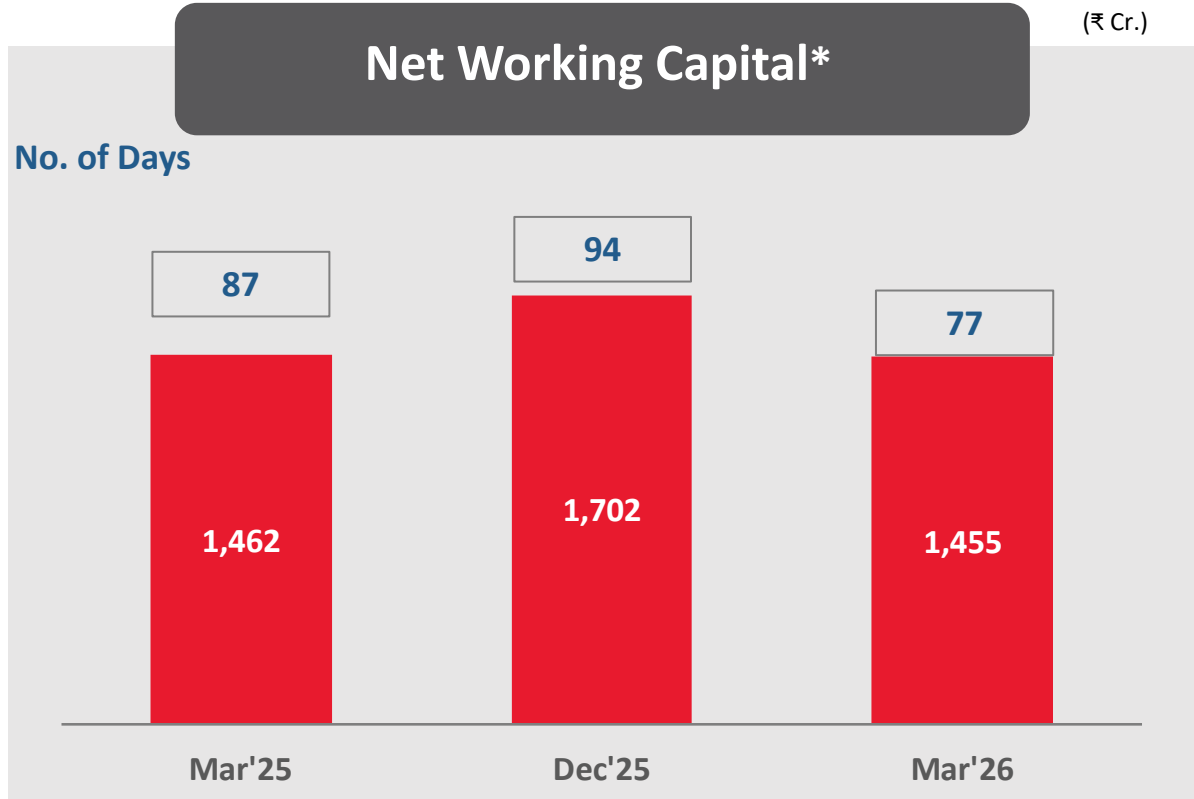
Q4FY26



FY26



Q4FY26 and FY26 Performance Highlights



- **NWC** stood at **77 days** in **Mar'26** v/s 87 days in Mar'25, mainly due to inventory build up in the expanded retail, distribution network and lower sales in our garmenting business.

* NWC Days calculated based on Trailing Twelve Month Revenue



**FINANCIAL
PERFORMANCE**

Q4FY26 & FY26 - P&L Statement

Consolidated Performance

Particulars (₹ Cr.)	Q4FY26	Q3FY26	Q4FY25	YoY
Total Income	1,810	1,883	1,580	15%
Expenses	1,658	1,612	0	
EBITDA	152	271	99	53%
<i>EBITDA Margin %</i>	<i>8.4%</i>	<i>14.4%</i>	<i>6.3%</i>	
Depreciation	98	92	91	
Interest Expense	55	60	53	
PBT	(1)	118	(45)	98%
<i>PBT margin %</i>	<i>(0.1%)</i>	<i>6.3%</i>	<i>(2.9%)</i>	
Taxes	16	(19)	(2)	
Net Profit	15	100	(47)	132%
Exceptional Items	(67)	(57)	2	
Net Profit Post Exception	(52)	43	(45)	16%

FY26	FY25	YoY
7,034	6,360	11%
6,230	5,709	
804	651	23%
<i>11.4%</i>	<i>10.2%</i>	
371	321	
233	207	
200	122	63%
<i>2.8%</i>	<i>1.9%</i>	
(25)	22	
175	144	21%
(129)	(62)	
46	82	(44%)

Quarterly Segment Performance

Post IndAS 116 Particulars (₹ Cr.)	TOTAL INCOME			EBITDA			EBITDA %	
	Q4 FY26	Q4 FY25	YoY	Q4 FY26	Q4 FY25	YoY	Q4 FY26	Q4 FY25
Branded Textile	831	727	14%	115	51	126%	13.9%	7.0%
Branded Apparel	469	391	20%	19	2	1056%	3.9%	0.4%
Garmenting	342	248	38%	14	(7)	290%	4.1%	(2.9%)
High Value Cotton Shirting	197	185	6%	20	61	(68%)	9.9%	33.1%
Others [#]	(28)	29		(15)	(7)			
Raymond Lifestyle Consolidated	1,810	1,580	15%	152	99	53%	8.4%	6.3%

Commentary

TOTAL INCOME: Robust **volume growth** and focus on premiumization focus resulting in strong bookings.

EBITDA: Margin expansion of **~690 bps Y-o-Y** on account of improved **product mix, strong volume, ASP growth and scale leverage.**

TOTAL INCOME: **Growth** was witnessed across all brands and key channels such as **LFS, EBO's, MBO's and online.**

EBITDA: Margin expansion **on account of higher sales**

TOTAL INCOME: Strong growth on account of demand recovery post the US-India Trade Deal & new customers onboarded in anticipation UK & EU FTA implementation.

Given the escalating conflict between US, Israel and Iran, we are **reducing US dependency** by diversifying into the **UK & EU via duty-free trade agreements.**

TOTAL INCOME: **Resilient demand** from our **B2B customers.**

EBITDA: Margin contraction predominantly on account of **one - time subsidy of ₹ 53 Cr** that was received in Q4FY25.

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

Annual Segment Performance

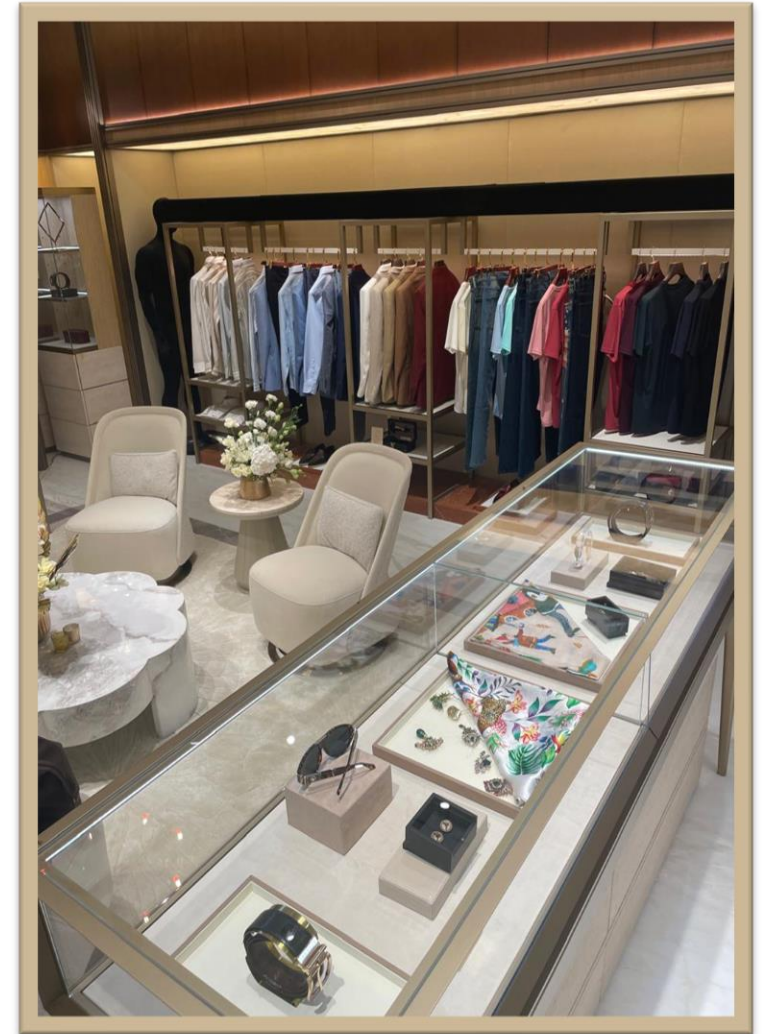
Particulars (₹ Cr.)	TOTAL INCOME			EBITDA			EBITDA %	
	FY26	FY25	YoY	FY26	FY25	YoY	FY26	FY25
Branded Textile	3,435	3,002	14%	613	420	46%	17.8%	14.0%
Branded Apparel	1,812	1,593	14%	98	118	(17%)	5.4%	7.4%
Garmenting	1,066	1,068	(0%)	32	50	(37%)	3.0%	4.7%
High Value Cotton Shirting	818	800	2%	87	114	(24%)	10.6%	14.3%
Others [#]	(96)	(103)		(25)	(51)			
Raymond Lifestyle Consolidated	7,034	6,360	11%	804	651	23%	11.4%	10.2%

Others includes unallocated expenses, elimination and other income



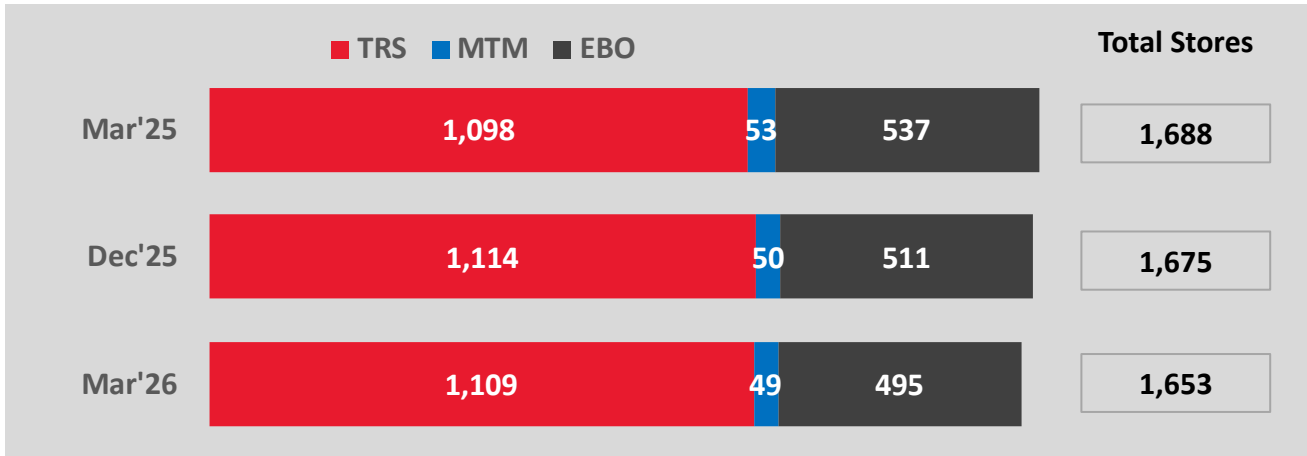
**RETAIL
PRESENCE**

New Luxury Brand Launch: Chairman's Collection, Bandra West



Exclusive Retail Network

Continuing expansion of retail footprint



Exclusive Outlets & Brands



ESG

ENVIRONMENT (E)



15%
Reduction in Scope
1 & 2 GHG Emissions
by 2030



25%
Renewable Energy
Target by 2030



ZERO
Waste to landfill by
2030



ZERO*
Liquid Discharge
(ZLD) by 2030

SOCIAL (S)



Single-Digit
Employee Turnover
Rate



ZERO
Fatalities in Workplace
Safety



40%
Female representation
target by 2030

GOVERNANCE (G)



100%
Independent
Directors on all Board
Committees

“This past year, we prioritized revenue scale and consumer reach to build a robust foundation for future operational leverage. As we enter our 'Year of Consolidation,' our focus shifts to building a high-performance culture while, emphasizing on sustainable profitability and stakeholder value creation. This journey is underpinned by a steadfast commitment to Corporate Governance and ESG initiatives, ensuring our growth is both ethically sound and environmentally responsible. By integrating digital agility with transparent oversight, we are building a resilient, future-ready institution for all stakeholders”

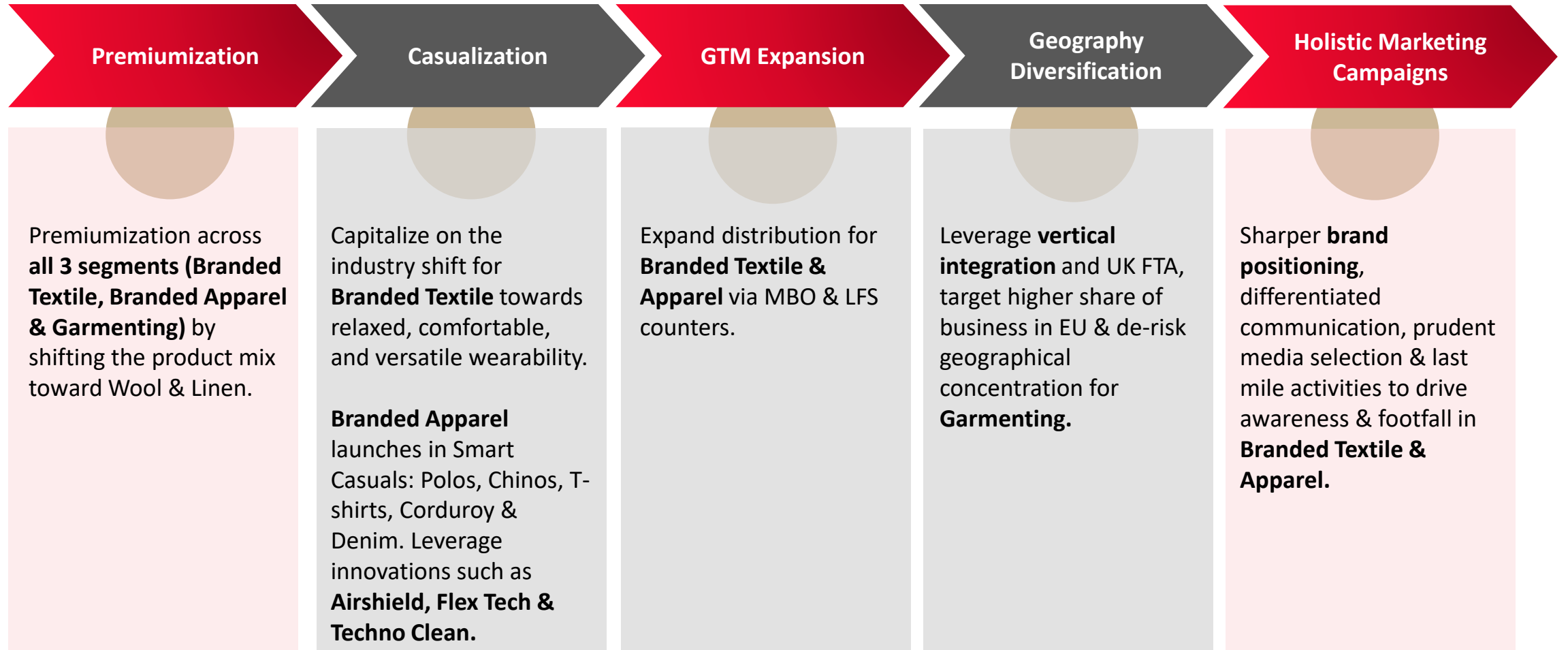


SATYAKI GHOSH

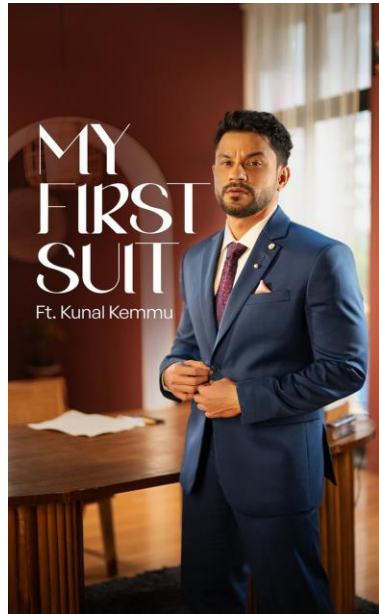
Whole time Director & Chief Executive Officer



**WAY
FORWARD**



Brand Campaigns during FY26





**LEADERSHIP &
MANAGEMENT TEAM**

Strong Governance with High Pedigree Board Members



GAUTAM HARI SINGHANIA
Executive Chairman



K. NARASIMHA MURTHY
Independent Director



VINEET NAYAR
Independent Director



ANISHA MOTWANI
Independent Director



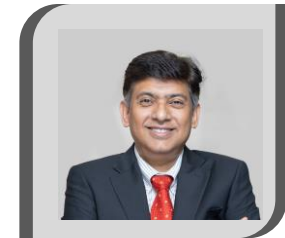
GIRISH C. CHATURVEDI
Independent Director



DINESH LAL
Independent Director



RAJIV SHARMA
Independent Director



SATYAKI GHOSH
Wholetime Director & CEO

Led by Experienced Management Team



SATYAKI GHOSH
Wholtime Director & CEO



E C PRASAD
Chief Financial Officer



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

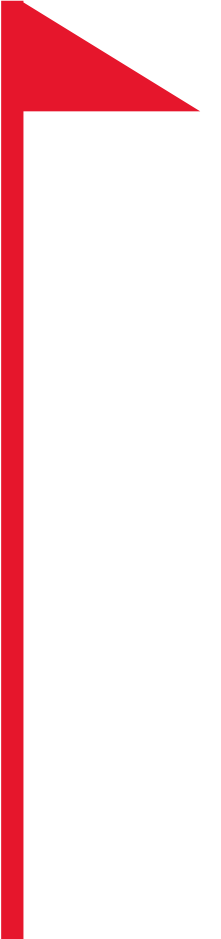


KALPANA SINGH
Chief Marketing Officer

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Raymond
LIFESTYLE LIMITED

Thank You

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