

PRESS RELEASE

Raymond Lifestyle Limited reports quarterly performance

- **Total Income** at ₹ 1,580 Cr in **Q4 FY25** vs. ₹ 1,728 Cr in Q4 FY24
- **EBITDA** at ₹ 99 Cr in **Q4 FY25** vs. ₹ 289 Cr in Q4 FY24
- **EBITDA Margin** at **6.3%** in **Q4 FY25** vs 16.7% in Q4FY24
- **Company Remains Net Debt free during the Quarter**
- **35 new stores opened in Q4 FY25**

Mumbai, 12th May 2025: Raymond Lifestyle Limited today announced its audited financial results for the year ended 31st March 2025.

Particulars (₹ Cr.)	Q4 FY25	Q4 FY24	YoY	FY25	FY24	YoY
Total Income	1,580	1,728	(9%)	6,360	6,690	(5%)
EBITDA	99	289	(66%)	651	1,091	(40%)
EBITDA Margin %	6.3%	16.7%		10.2%	16.3%	
PBT (before exceptional items)	(45)	172	(126%)	122	649	(81%)
PBT Margin (before exceptional items)	(2.9%)	9.9%		1.9%	9.7%	

Raymond Lifestyle Limited reported a subdued quarterly performance in Q4 FY25 with a **total income** of ₹ **1,580 Cr**. EBITDA stood at ₹ **99 Cr** in **Q4 FY25** with an EBITDA margin of **6.3%** amidst high inflation leading to weaker consumer demand. This situation was further exacerbated with a ransomware attack that disrupted operations during the quarter. The IT team, with the support of cybersecurity experts, contained the attack. However, it led to temporary system outages and supply chain delays, impacting sales and operations. These factors led to lower sales, scale deleverage and impacted profitability during the quarter.

During the year, the company reported a **total income** of ₹ **6,360 Cr**. EBITDA stood at ₹ **651 Cr** with an EBITDA margin of **10.2%** in **FY25**. The annual performance was impacted by subdued consumer demand, prolonged heat waves, general elections, fewer wedding dates and inflationary pressures.

We are already witnessing early signs of recovery across channels in April'25 and expect a better performance in FY26.

Commenting on the performance, **Gautam Singhania**, Executive Chairman of Raymond Lifestyle Limited said; ***“Our performance this year was under pressure, primarily due to weak consumer demand and challenging macro-economic conditions. Despite these headwinds, we remain committed to our retail expansion strategy, resulting in the opening of 170 new stores reaching a total of 1,688 stores including 152 stores in ‘Ethnix by Raymond’ during the year. We continue to focus on our strategy to build a long-term sustainable and profitable business. Furthermore, the signing of the India-UK Free Trade Agreement arrives at a crucial juncture for India. Such agreements are vital for integrating India more deeply into resilient global value chains, strengthening our position as a trusted manufacturing and export partner on the world stage.”***

Q4 FY25 & FY25 Segmental Performance (Post IND AS 116)

Branded Textile segment revenue declined by 21% to ₹ 727 Cr in Q4 FY25 vs ₹ 920 Cr in Q4 FY24 on account of weaker consumer demand and ransomware attack, leading to scale deleverage resulting in lower EBITDA margins at 7.0% in Q4FY25 vs 21.8% in Q4FY24.

Branded Apparel segment revenue stood at ₹ 391 Cr in Q4 FY25 as compared to ₹ 409 Cr in the same quarter last year. The segment reported an **EBITDA margin** of 0.4% in Q4 FY25 vs 13.5% in Q4 FY24, on account of upfront investments in retail store expansion and adverse channel mix.

During the quarter we have opened **35 new stores** including 9 new 'Ethnix by Raymond' stores. The total retail store network now stands at **1,688 stores** as of 31st March 2025.

Garmenting segment reported revenue at ₹ 248 Cr in Q4 FY25 as compared to ₹ 250 Cr in the same quarter previous year, impacted by a cautious approach taken by customers ahead of US Tariffs Announcements. **EBITDA margin** for the quarter was (2.9%) in Q4FY25 vs 12.0% in Q4FY24, impacted on account of adverse sales mix, continued customer acquisition and additional cost of training of manpower for the new lines within our manufacturing facilities.

High Value Cotton Shirting segment reported revenue of ₹ 185 Cr in Q4 FY25 as compared to ₹213 Cr in Q4FY24, lower on account of weak consumer demand & disrupted operations. The segment reported an **EBITDA margin** at 33.1% in Q4 FY25 vs 11.3% in Q4FY24. This was on account of a one-time subsidy received of ~ ₹ 53 Cr.

Raymond Lifestyle Limited to remain a **Net Cash Surplus company** with a cash of ₹ 90 Cr.

About Raymond Lifestyle Limited:

Raymond Lifestyle Limited is India's largest integrated manufacturer of worsted suiting, offering comprehensive products for fabric and garmenting. With legacy spanning over a century, Raymond has become synonymous with quality, innovation, and market leadership. The company's diverse portfolio includes some of the most iconic brands in the industry, such as 'Park Avenue', 'ColorPlus', 'Parx', 'Raymond Made to Measure', 'Raymond Ready to Wear', 'SleepZ by Raymond' and 'Ethnix by Raymond' amongst others. Raymond has one of the largest retail networks in India, with over 1,650 stores across 600 cities and towns. The company also has a significant hold over the Business-to-Business space through its garmenting business.

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