LIFESTYLE LIMITED
(Formerly known as
Raymond Consumer Care Limited)

Great Place To Work. Certified FEB 2023 – FEB 2024 INDIA

RLL/SE/26-27/29

July 31, 2026

To

The Department of Corporate Services - CRD
BSE Limited
P.J. Towers, Dalal Street
Mumbai - 400 001
Scrip Code: 544240

The National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Bandra-Kurla Complex
Bandra (East), Mumbai - 400 051
Symbol: RAYMONDLSL

Dear Sir/Madam,

Sub: Raymond Lifestyle Limited – Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Unaudited Financial Results for the First quarter ended June 30, 2026.

The meeting of the Board of Directors commenced at 07:00 P.M. and concluded at 08.20 P.M.

The Investor Presentation is also available on the website of the Company i.e. https://raymondlifestyle.com/.

We request you to take the above information on record.

Thanking you.

Yours faithfully,
For **Raymond Lifestyle Limited**

Priti Nitin Alkari
Digitally signed by Priti Nitin Alkari
Date: 2026.07.31 22:01:38 +05'30'

Priti Alkari
Company Secretary

Encl.: A/a

Raymond
LIFESTYLE LIMITED

RESULTS PRESENTATION
Q1FY27

July 31, 2026

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Raymond LIFESTYLE LIMITED

MACRO OUTLOOK & BUSINESS OVERVIEW

Macro Outlook

Raymond
LIFESTYLE LIMITED

Geopolitical & Currency Impact

- The collapse of US-Iran peace talks has driven Brent crude back to $100/bbl
- Rising oil costs and anticipated Fed rate hikes are pushing the rupee toward a record low

Environmental & Commodity

- El Niño continues to pose a threat of record-breaking heat and a potentially subpar monsoon season
- Wool prices are climbing steadily, driven by persistent demand for both high-volume and high-quality supply
- Cotton prices are climbing due to poor Indian crop and high global demand

Economy & Inflation

- The RBI has lowered the FY27 growth outlook to **6.6%** (30 bps cut) due to global headwinds, high energy prices, and geopolitical tensions
- CPI inflation projection for FY27 has been revised to **5.1%** (up from 4.6%) amid persistent economic pressures

Strategic Objectives

Raymond LIFESTYLE LIMITED

VALUE CREATION

STRATEGIC OUTCOMES

PREMIUMIZATION | CASUALIZATION | MARKET LEADERSHIP | OMNICHANNEL | ESG

BRAND LEADERSHIP

- Strengthen core brands
- Build brand equity
- Invest in marketing

RETAIL EXCELLENCE

- Disciplined store expansion
- Improve store productivity
- Grow omnichannel

OPERATIONAL EXCELLENCE

- Supply chain optimization
- Lean & efficient operations
- Cost and productivity focus

DIGITAL & CONSUMER

- Data-led consumer insights
- Digital engagement
- Technology-driven growth

KEY ENABLERS

Store Expansion

Supply Chain Efficiency

Talent & Culture

Global Growth

OUR FOUNDATION

Strong Heritage Brands | Consumer Trust | Manufacturing Excellence | Extensive Distribution Network | Robust Governance

OUR FOCUS

- Consistent Profitable Growth
- Margin Expansion
- Strong Cash Flows
- Long-term Shareholder Value Creation

Value Drivers

Raymond LIFESTYLE LIMITED

Category Dominance

- **~65% Worsted Suiting** fabric share & OTC Shirting leadership
- **Pricing Power:** Wedding/celebration wear driving strong **EBITDA margins >18%.**
- **Fully vertically integrated** business model

Asset Light & Retail Strength

- **TRS FOFO Dominance** – Sustaining **> 90% share** in FOFO model
- **1,600 + Stores:** Active network optimization toward high-yielding premium retail locations

Premiumization & Casualization

- **Fabric Mix Upshift**
  Transitioning towards high-value Wool, Poly-wool blends, and pure Linen
- **Launching Premium Products**
  Accelerating premium product introductions across collections
- **Casualization Expansion**
  Accelerated growth in core casual brands ColorPlus & Parx; increasing casual mix within formal brands Park Avenue & Raymond RTW

Efficiency & Profitability

- **Manufacturing Excellence:** First Time Right (FTR) **> 95%,** Capacity Utilization **> 90%**
- **FY26 Performance: 23% EBITDA** growth (₹804 Cr) and a massive **63%** surge in **PBT**
- **FY27 Target:** Double digit top line & higher double digit EBITDA growth

Fortified Balance Sheet

- **Working Capital:** NWC cycle reduced from 87 to **77 days** in FY26
- **Sustained Net-Debt Free entity status**
- **Disciplined working capital** management yielding **robust Free Cash Flow**

Strategic Growth Levers

- **FY27 Roadmap:** Focused on Premiumization, Casualization & Geographical Diversification
- **International Growth:** Expanding into EU & UK markets via trade agreements (FTAs)

Our Business Portfolio

Raymond
LIFESTYLE LIMITED

Branded Textiles

Premium Suiting & Shirting fabrics.

Raymond FINE FABRICS

Raymond Made to Measure

Branded Apparel

PARK AVENUE

Raymond

ColorPlus

parx

Garmenting

Serving marquee brands across the **US, UK & Europe** through a scalable **B2B** export platform.

Leveraging a **vertically integrated model** from "fabric-to-garment“.

High Value Cotton Shirting

Maintaining **market leadership** through end-to-end integrated manufacturing.

Supply **premium cotton & linen shirting fabrics** for domestic & global markets.

Emerging Business

ethnix by Raymond

CHAIRMAN'S

Raymond Home

PARK AVENUE INNER WEAR

Segment Reclassification Note: Emerging Business (New Segment): Comprises **Raymond Home** (reclassified from Branded Textiles), **Ethnix by Raymond** and **Park Avenue Inner Wear** (reclassified from Branded Apparel), **Sexual Wellness** (reclassified from Others) and the newly launched **Chairman’s Collection**

HIGHLIGHTS

Q1FY27 - Performance Snapshot

Raymond LIFESTYLE LIMITED

(₹ Cr.)

FINANCIAL PERFORMANCE

Q1FY27

	TOTAL INCOME	EBITDA	PBT
Q1FY27	₹ 1,560 Cr.	₹ 135 Cr.	(₹ 38 Cr.)
YoY	6%	11.0%	(55%)
Margin		Margin 8.6%	Margin (2.5%)

OPERATING HIGHLIGHTS

JUN '26

STORE COUNT

1,627

YoY	1,675	48
QoQ	1,653	26

NET CASH

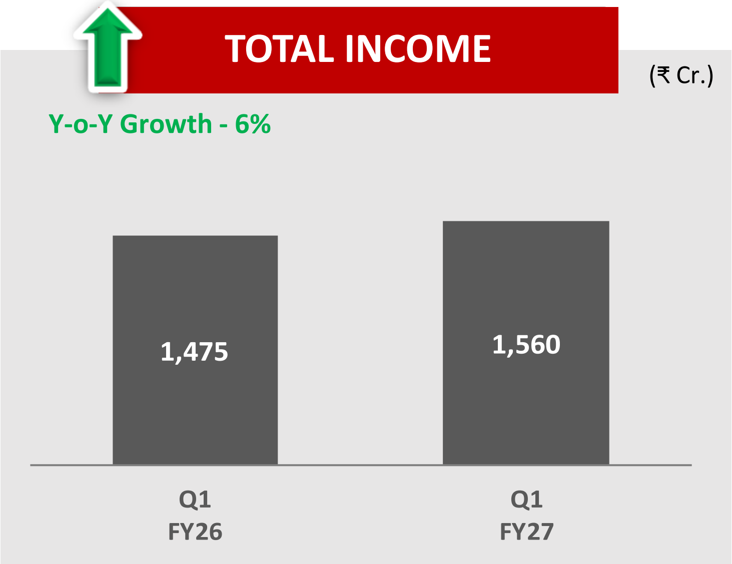
₹ 154 Cr.

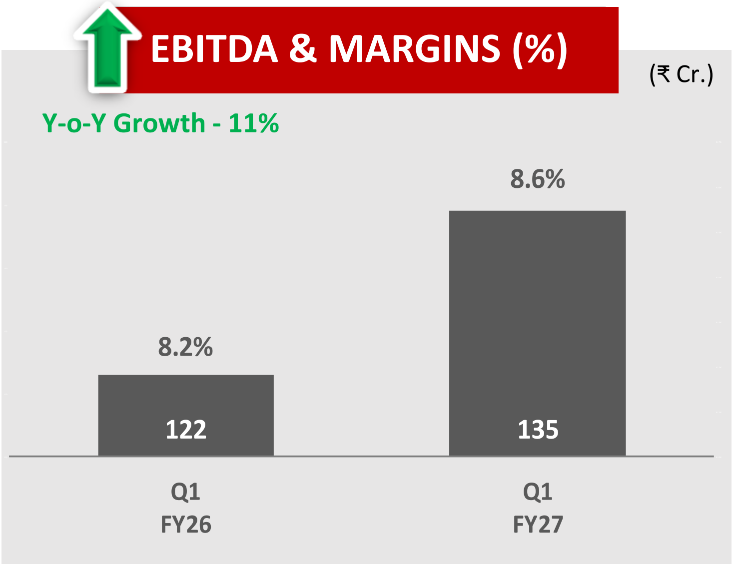
Strong international growth alongside domestic premiumization continues to fuel solid performance

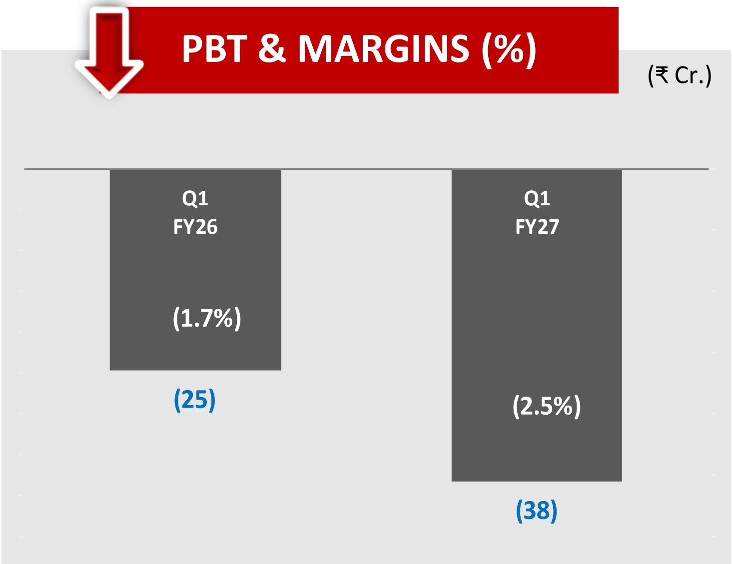
Note: Data as of Jun '26

Q1FY27 Performance Trends

RAYMOND LIFESTYLE LIMITED





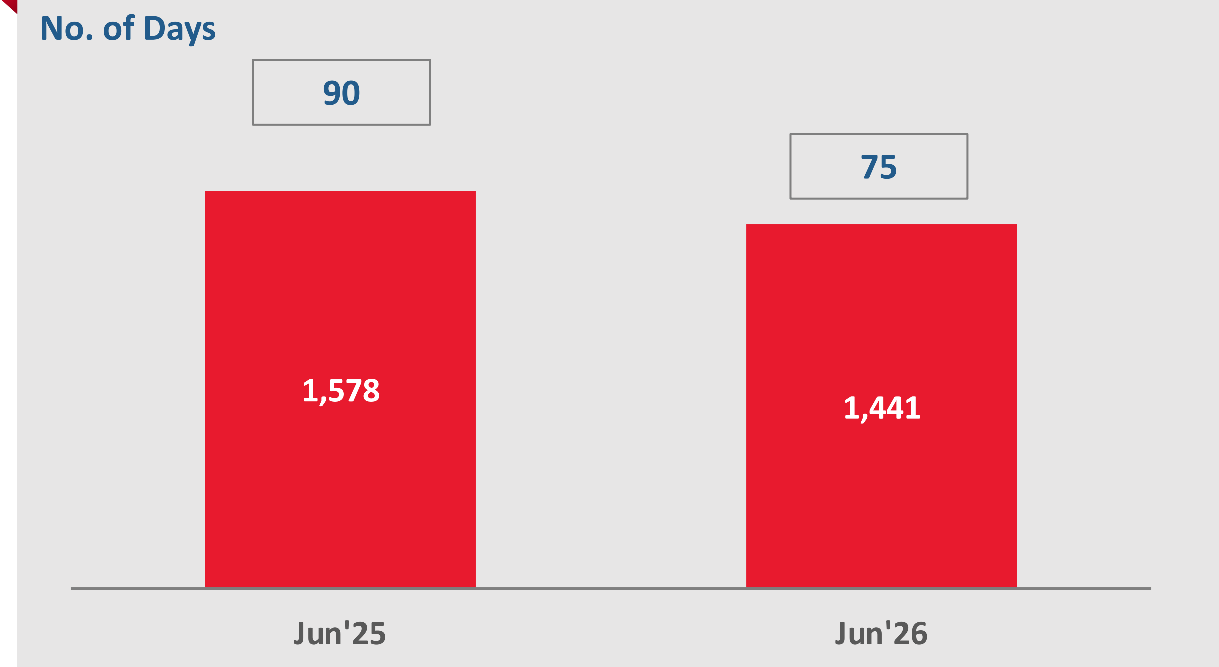


- **Total Income growth** of **6% Y-o-Y** was on account of:
  - Strong performance by the **garmenting segment**, driven by **order book execution**, following the US-India Tariff rationalisation & onboarding of new global clients
  - Successful **premiumization** across **Branded Textile** and **Apparel**, driving higher ASPs
  - Overall expansion was moderated by previous year's base effect
- **Margin Expanded to 8.6%, improved by 40bps despite significant increase in raw material prices & freight costs**
- **Robust cash flow** with net cash position improved to **₹ 154 Cr in June'26** from (₹ 55) Cr in June'25
- **Network Optimization**: 133 underperforming stores exited; strategic expansion with **85** new locations, net closures of 48 stores since Jun'25

Q1FY27 Performance Highlights

Net Working Capital*

(₹ Cr.)

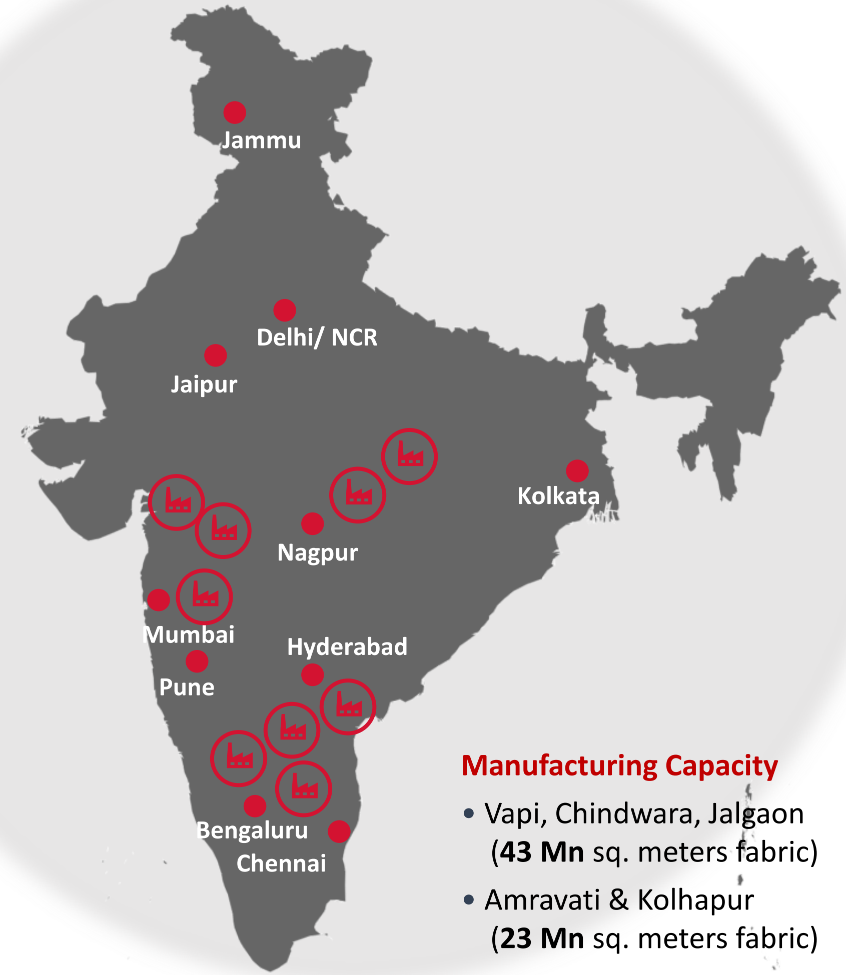


- **NWC** improved by 15 days, stood at **75 days** in **Jun'26** v/s 90 days in Jun'25, mainly due to better collections and inventory management

** NWC Days calculated based on Trailing Twelve Month Revenue*

Unrivalled Presence & Distribution Depth –

Raymond LIFESTYLE LIMITED



Manufacturing Capacity

- Vapi, Chindwara, Jalgaon (**43 Mn** sq. meters fabric)
- Amravati & Kolhapur (**23 Mn** sq. meters fabric)

Massive Footprint across 600+ Towns/Cities

- **1,112 TRS Outlets:** The flagship Raymond Shop footprint nationwide
- **463 EBOs:** Exclusive stores for Raymond Ready to Wear (RRTW), Park Avenue, ColorPlus & Ethnix
- **20,000+ Trade Points:** Deepest wholesale distribution network in Indian apparel
- **12.4 Million Loyalty Members:** High-value active CRM engine driving repeat purchases

40+	43	1600+	11	600+	23,000+
Countries Exported to	International Stores	Retail Stores	Manufacturing Facilities	Cities & Town	Employees (D+I)*

Note: (D+I)*- Direct & Indirect

FINANCIAL PERFORMANCE

Q1FY27 - P&L Statement

Raymond LIFESTYLE LIMITED

Consolidated Performance

Particulars (₹ Cr.)	Q1FY27	Q1FY26	YoY
Total Income	**1,560**	**1,475**	**6%**
Expenses	1,426	1,353	
EBITDA	**135**	**122**	**11%**
EBITDA Margin %	*8.6%*	*8.2%*	
Depreciation	109	89	
Interest Expense	63	57	
PBT	**(38)**	**(25)**	**(55%)**
PBT margin %	*(2.5%)*	*(1.7%)*	
Taxes	16	5	
Net Profit	**(23)**	**(20)**	**(14%)**
Exceptional Items	0	0	
Net Profit Post Exception	**(23)**	**(20)**	**(14%)**

Quarterly Segment Performance

Raymond LIFESTYLE LIMITED

Branded Textile

(₹ Cr.)

Particulars (₹ Cr.)	Q1 FY27	Q1 FY26	YoY
Revenue	684	699	(2%)
EBITDA	95	107	(11%)
EBITDA margin	*13.9%*	*15.3%*	

REVENUE

Impacted due to a **strong base effect from the previous year**

EBITDA

Unfavorable sales mix shifts and **elevated raw material costs** constrained margin expansion

Branded Apparel

(₹ Cr.)

Particulars (₹ Cr.)	Q1 FY27	Q1 FY26	YoY
Revenue	349	335	4%
EBITDA	18	26	(33%)
EBITDA margin	*5.1%*	*7.8%*	

REVENUE

Continued to enhance portfolio with **Premiumization** and **Casualization** strategy, while, growth was witnessed across key channels such as **LFS** & **E-commerce**

EBITDA

Impacted due to **adverse channel mix**, partially mitigated by **reduced markdowns** & **retail network optimization** (34 net EBO closures, down 9% Y-o-Y)

Segment Reclassification Note: Emerging Business (New Segment): Comprises **Raymond Home** (reclassified from Branded Textiles), **Ethnix by Raymond** and **Park Avenue Inner Wear** (reclassified from Branded Apparel), **Sexual Wellness** (reclassified from Others) and the newly launched **Chairman's Collection**

Quarterly Segment Performance

Raymond LIFESTYLE LIMITED

Garmenting

(₹ Cr.)

Particulars (₹ Cr.)	Q1 FY27	Q1 FY26	YoY
Revenue	296	197	50%
EBITDA	22	(8)	
EBITDA margin	*7.3%*	*(4.1%)*	

REVENUE

Strong order book execution, following the US-India Tariff rationalization & onboarding of new global clients

EBITDA

Increased on account of **higher sales**

High Value Cotton Shirting

(₹ Cr.)

Particulars (₹ Cr.)	Q1 FY27	Q1 FY26	YoY
Revenue	195	205	(5%)
EBITDA	19	19	1%
EBITDA margin	*9.7%*	*9.1%*	

REVENUE

Lower due to strong base effect from the previous year

EBITDA

Remained resilient due to an **improved product mix**

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Quarterly Segment Performance

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Emerging Businesses#

(₹ Cr.)

Particulars (₹ Cr.)	Q1 FY27	Q1 FY26	YoY
Revenue	79	73	9%
EBITDA	(19)	(13)	
EBITDA margin	*(23.7%)*	*(17.8%)*	

REVENUE

Ethnix - Optimized retail footprint by net 29 stores since June'25 to prioritize high-margin, aspirational locations over store count

Home – Delivered strong double digit growth & launched a super-premium line

IW – Growth was witnessed across all captive channels such as TRSs, EBOs, E-commerce & LFS

EBITDA

These emerging businesses continue to be in **investment mode**

Segment Reclassification Note: Emerging Business (New Segment): Comprises **Raymond Home** (reclassified from Branded Textiles), **Ethnix by Raymond** and **Park Avenue Inner Wear** (reclassified from Branded Apparel), **Sexual Wellness** (reclassified from Others) and the newly launched **Chairman's Collection**

Exclusive Retail Network

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Retail network evolution with focus on opening premium stores, stores rationalisation and focus on premium locations

Exclusive Outlets & Brands

The Raymond Shop	Premium Formal Wear
Raymond, Park Avenue	Premium Formal Brands
ethnix by Raymond	Wedding & Ceremonial Wear
ColorPlus, parx	Casual Brands
Raymond Made to Measure, Chairman's Collection	Luxury & Ultra Luxury

■ TRS ■ MTM ■ EBO

	TRS	MTM	EBO	Total Stores
Jun'25	1,105	54	516	1,675
Mar'26	1,106	49	495	1,653
Jun'26	1,112	52	463	1,627

Q1FY27 Performance

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SATYAKI GHOSH

Whole time Director & Chief Executive Officer

"Building on our solid foundation from FY26, Q1 FY27 has delivered steady performance marked by strong international traction and sustained domestic demand. Our Garmenting business achieved an exceptional 50%+ growth, demonstrating the strategic advantages of global trade tailwinds like the US-India Tariff rationalization and upcoming FTAs with the UK and EU. While short-term macroeconomic pressures and elevated raw material costs have weighed on overall margins, our resilient product mix, debt-free balance sheet, and strong net-cash position of ₹154 Cr give us immense operational flexibility. As we navigate the year ahead, we remain focused on strengthening our brands, innovating on our premium and casual offerings, driving retail maturity, and executing our long-term ESG and digital priorities to create sustainable stakeholder value"


ESG

ESG Target 2030 & Key Priorities

Raymond LIFESTYLE LIMITED

ESG TARGETS

15%
Reduction in Scope 1 & 2 GHG emissions

25%
Renewable Energy Usage

Zero
Waste to Landfill by 2030

Zero*
Liquid Discharge (ZLD) by 2030

<15%
Employee Turnover Rate

Zero
Fatalities in Workplace Safety

40%#
Female Representation

100%^
Independent Directors on all Board Committees

KEY PRIORITIES

- Accelerate decarbonization and resource efficiency
- Nurture talent, diversity & well-being
- Enhance governance and risk management

Note: Data as per the Business Responsibility and Sustainability Report (BRSR) for FY 2025-26; Baseline - FY2024-25

** At Chhindwara* *# Across employees & workers* *^ Governance commitment*

Aligned to UN SDGs

Key Achievements in FY26

Key Achievements in FY26	ESG Target 2030
3.7% Reduction in Scope 1 & 2	15%
11.26% Energy consumption from renewable sources	25%
24.26% Reduction in waste to landfill	Zero
73.54% Increase in Liquid Discharge	Zero
37.22% On track towards improving female representation	40%

Achieved Remaining

Note: Baseline - FY2024-25

WAY FORWARD

FY27 - Strategic Way Forward

Raymond LIFESTYLE LIMITED

Premiumization

Premiumization across **all 3 segments (Branded Textile, Branded Apparel & Garmenting)** by shifting the product mix toward Wool & Linen.

Casualization

Capitalize on the industry shift for **Branded Textile** towards relaxed, comfortable, and versatile wearability.

Branded Apparel launches in Smart Casuals: Polos, Chinos, T-shirts, Corduroy & Denim. Leverage innovations such as **Airshield, Flex Tech & Techno Clean.**

GTM Expansion

Expand distribution for **Branded Textile & Apparel** via MBO & LFS counters.

Geography Diversification

Leverage **vertical integration** and UK FTA, target higher share of business in EU & de-risk geographical concentration for **Garmenting.**

Holistic Marketing Campaigns

Sharper **brand positioning**, differentiated communication, prudent media selection & last mile activities to drive awareness & footfall in **Branded Textile & Apparel.**

Garment Exchange Program (GEP) 2026

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LEADERSHIP TEAM

Strong Governance with High Pedigree Board Members

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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

Raymond
LIFESTYLE LIMITED

SATYAKI GHOSH
Wholetime 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

Disclaimer

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Thank You

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