



LIFESTYLE LIMITED

(Formerly known as
Raymond Consumer Care Limited)



RLL/SE/25-26/82

January 27, 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 Third Quarter and Nine months ended December 31, 2025.

The meeting of the Board of Directors commenced at 09:00 A.M. and concluded at 11:30 A.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 Alkari
Company Secretary

Encl.: A/a



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Thane (West) - 400 606,
Maharashtra, India.
Phone: +91 2261527000
Website: www.raymondstyle.com

Registered Office
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MIDC Waluj, Taluka Gangapur,
Chhatrapati Sambhajinagar - 431 136,
Maharashtra, India.
CIN No: L74999MH2018PLC316288

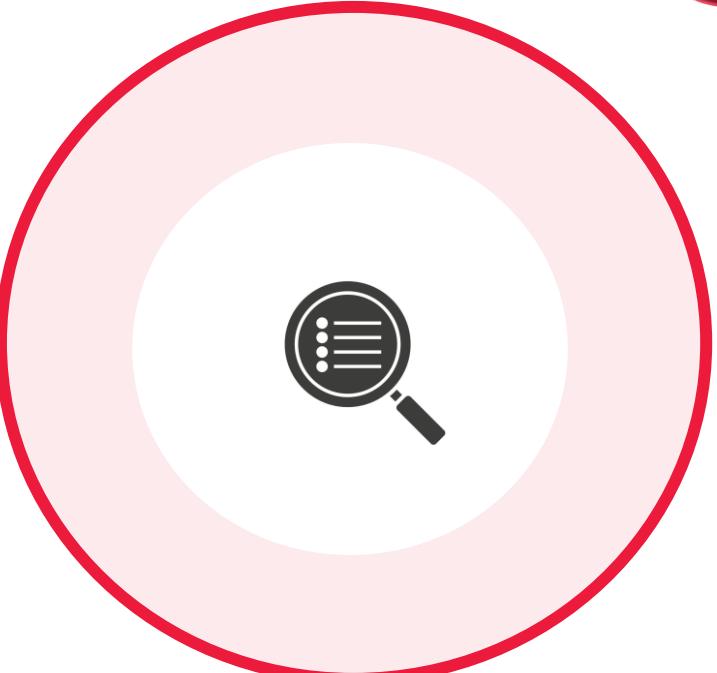
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Phone: +91 2240349999



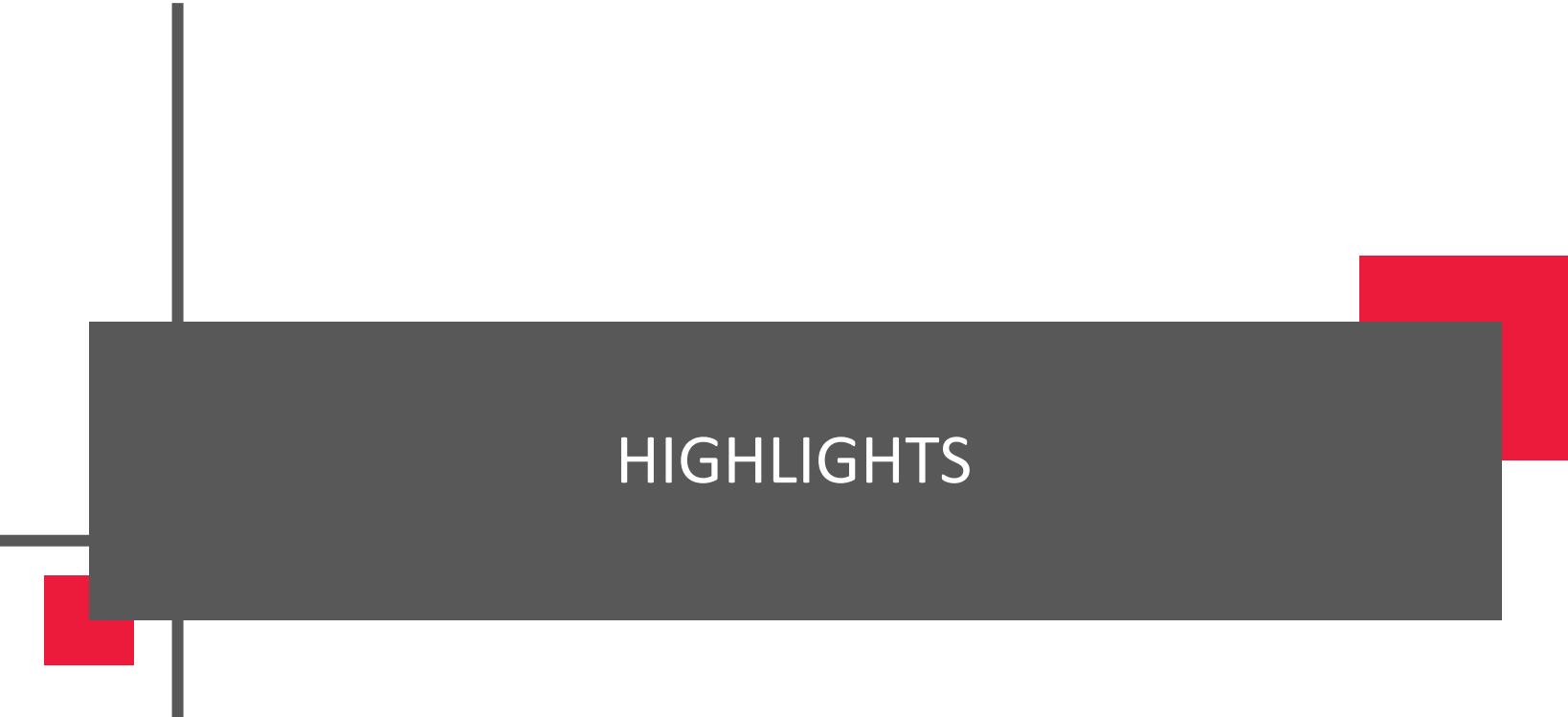
RESULTS PRESENTATION Q3FY26 & 9MFY26



JANUARY 27, 2026



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HIGHLIGHTS



FINANCIAL PERFORMANCE

TOTAL INCOME

EBITDA

PBT

Q3FY26

₹ 1,883 Cr.

5%
YoY

₹ 271 Cr.

23%
YoY

₹ 118 Cr.

36%
YoY

9MFY26

₹ 5,223 Cr.

9%
YoY

₹ 652 Cr.

18%
YoY

₹ 201 Cr.

20%
YoY

Margin 14.4%

Margin 12.5%

Margin 6.3%

Margin 3.9%



OPERATING HIGHLIGHTS

STORE COUNT

1,675

22 (YoY)

12 (QoQ)

1,653 Stores
(Dec'24)

1,663 Stores
(Sep'25)

NET DEBT

₹ 15 Cr.

Strong Domestic growth drives solid performance despite weak global demand



ECONOMY UPDATES

- Despite festive season tailwinds, discretionary spending remained uneven across categories
- Likely hike in standard deduction may ease tax burden and support urban consumption.

MARKET UPDATES

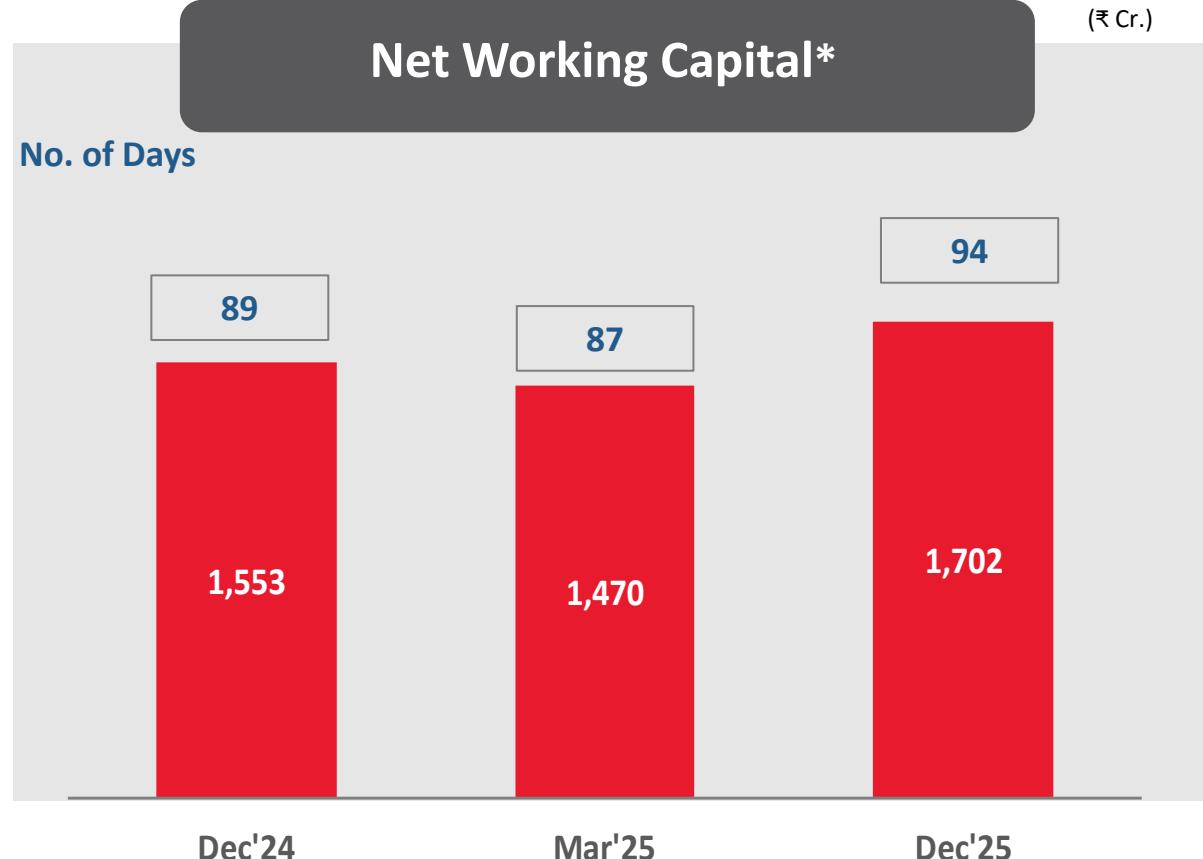
- India is preparing for a major overhaul of its import tariff regime in the upcoming Union Budget 2026–27, with a focus on rationalization, simplification, and boosting export competitiveness
- Conflicts in the Middle East and Eastern Europe sustained pressure on oil prices and global supply chains

Q3FY26 Performance Highlights



- Records highest ever Q3 revenue on the back of solid domestic performance, led by strong volume growth in Branded Textile & Branded Apparel, amidst continued international headwinds
- Garmenting & B2B export revenue continues to be impacted predominantly due to US tariff uncertainty leading to weaker order book
- EBITDA up by 23% on account of volume increase, improved product mix and better operating leverage despite consciously increasing advertising expenditure
- Retail network optimized: 21 new stores opened, and 9 low-performing stores exited during the quarter

Q3FY26 and 9MFY26 Performance Highlights



- **NWC** stood at **94 days** in **Dec'25** v/s 89 days in Dec'24, 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

Q3FY26 Performance Highlights

Consolidated Performance

Particulars (₹ Cr.)	Q3FY26	Q2FY26	Q3FY25	YoY	9MFY26	9MFY25	YoY
Total Income	1,883	1,865	1,796	5%	5,223	4,780	9%
Expenses	1,612	1,606	1,575		4,572	4,228	
EBITDA	271	259	221	23%	652	552	18%
<i>EBITDA Margin %</i>	<i>14.4%</i>	<i>13.9%</i>	<i>12.3%</i>		<i>12.5%</i>	<i>11.6%</i>	
Depreciation	92	91	79		273	230	
Interest Expense	60	60	54		178	154	
PBT	118	108	87	36%	201	168	20%
<i>PBT margin %</i>	<i>6.3%</i>	<i>5.8%</i>	<i>4.9%</i>		<i>3.9%</i>	<i>3.5%</i>	
Taxes	(19)	(29)	(23)		(41)	(24)	
Net Profit	100	79	65	54%	160	143	11%
Exceptional Items	(57) [#]	(5)	(0)		(62)	(60)	
Net Profit Post Exception	43	74	64	(33%)	98	83	18%

[#]On account of one-time impact due to the implementation of the **New Labour Code** standards

Segment Performance

Quarterly

Post IndAS 116	TOTAL INCOME			EBITDA			EBITDA %	
	Q3 FY26	Q3 FY25	YoY	Q3 FY26	Q3 FY25	YoY	Q3 FY26	Q3 FY25
Particulars (₹ Cr.)								
Branded Textile	951	856	11%	207	154	35%	21.8%	18.0%
Branded Apparel	482	458	5%	35	44	(20%)	7.3%	9.6%
Garmenting	258	309	(17%)	11	24	(55%)	4.2%	7.8%
High Value Cotton Shirting	205	201	2%	23	21	9%	11.1%	10.3%
Others [#]	(12)	(28)		(5)	(21)			
Raymond Lifestyle Consolidated	1,883	1,796	5%	271	221	23%	14.4%	12.3%

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

Segment Performance

Nine Months

Post IndAS 116	TOTAL INCOME			EBITDA			EBITDA %	
	9M FY26	9M FY25	YoY	9M FY26	9M FY25	YoY	9M FY26	9M FY25
Particulars (₹ Cr.)								
Branded Textile	2,604	2,275	14%	498	369	35%	19.1%	16.2%
Branded Apparel	1,342	1,202	12%	79	116	(32%)	5.9%	9.7%
Garmenting	724	820	(12%)	18	58	(69%)	2.4%	7.0%
High Value Cotton Shirting	621	615	1%	67	53	26%	10.8%	8.6%
Others[#]	(68)	(132)		(10)	(44)			
Raymond Lifestyle Consolidated	5,223	4,780	9%	652	552	18%	12.5%	11.6%

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



SEGMENT PERFORMANCE



Particulars (₹ Cr.)	Q3 FY26	Q2 FY26	Q3 FY25	YoY
Revenue	951	937	856	11%
EBITDA	207	188	154	35%
EBITDA margin	21.8%	20.0%	18.0%	

9M FY26	9M FY25	YoY
2,604	2,275	14%
498	369	35%
19.1%	16.2%	

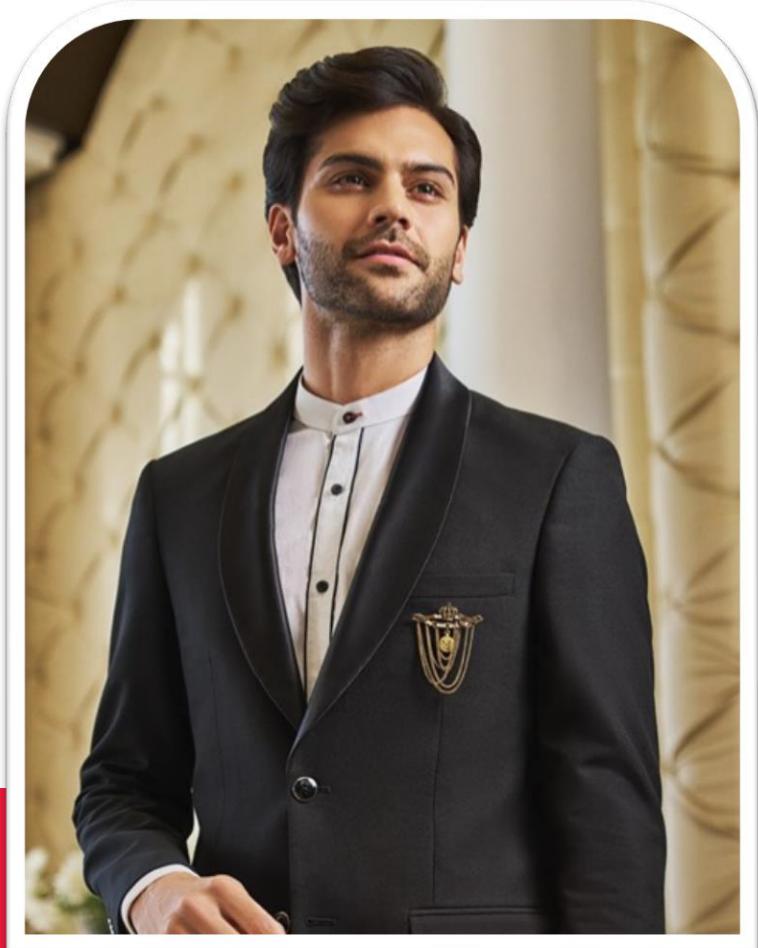
REVENUE

Robust volume growth due to a **strong wedding & festive season resulting in strong bookings** as compared to the previous year



EBITDA

Margin expansion of ~380 bps Y-o-Y on account of **improved product mix and scale leverage**



Suiting: New Product Launches



Luxora

SUPER 140S WOOL RICH WITH SPECIAL FINISH

- Step into the season with a collection that blends cutting-edge color trends and smart, functional design—crafted for men of every age.
- Whether you're dressing for work, a casual outing, or a special occasion in super 140s wool rich with special finish.

Suiting: New Product Launches

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Techno comfort

MULTI DIRECTIONAL STRETCH IN SUPER
140S WOOL RICH

Premium multi-directional stretch fabric
designed for maximum comfort.



Esivo

WOOL, SILK, AND LINEN JACKETING FOR
ROUND THE YEAR WEAR

Timeless elegance meets modern craftsmanship featuring premium jacketing fabric woven from a luxurious blend of wool, silk, and linen designed to offer year-round comfort and refined style.

Linovate

Stay effortlessly cool and stylish in the scorching summer with our lightweight, breathable linen jackets — crafted for comfort, elegance, and all-day freshness."



Regio Italia

- Silk C cotton printed shirting fabrics
- Superfine cotton creaseless formal shirting
- Fine linen for breathable sophistication
- Introduction of embroidery on fine silk for a touch of artisanal luxury.





Particulars (₹ Cr.)	Q3 FY26	Q2 FY26	Q3 FY25	YoY
Revenue	482	491	458	5%
EBITDA	35	25	44	(20%)
EBITDA margin	7.3%	5.2%	9.6%	

9M FY26	9M FY25	YoY
1,342	1,202	12%
79	116	(32%)
5.9%	9.7%	



REVENUE

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



EBITDA

Impacted due to **increased marketing spends and lower sales achieved in new stores** which were opened in the last 12 months.



Branded Apparel: New Product Launches



Branded Apparel: New Product Launches

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Park Avenue: New Product Launches

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A photograph of two men in suits standing in front of a modern building with a glass and steel facade. The man on the left is wearing a light pink suit and a maroon shirt, while the man on the right is wearing a dark blue suit and a grey shirt. Both are looking towards the camera with their hands in their pockets.

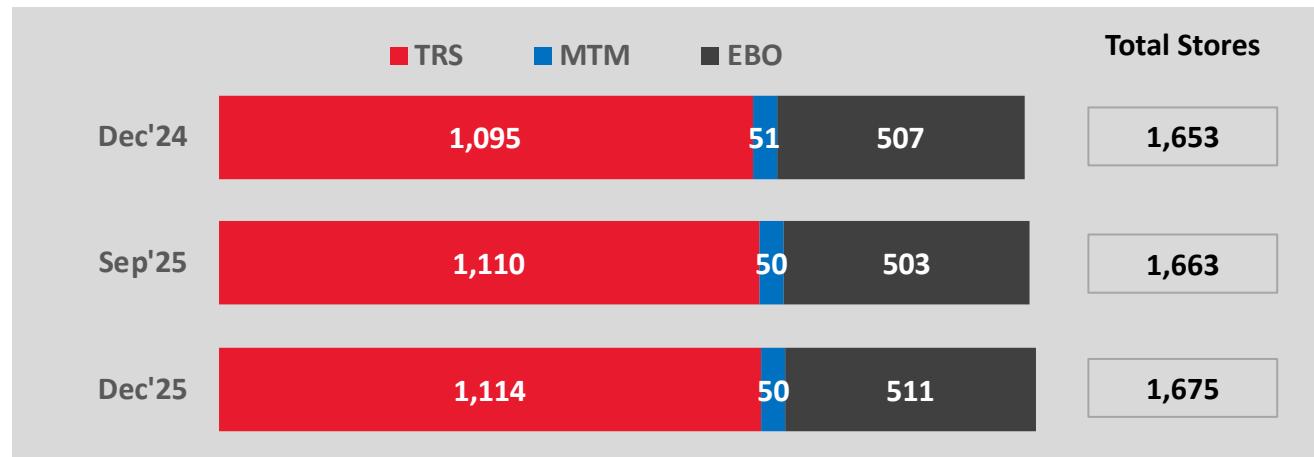
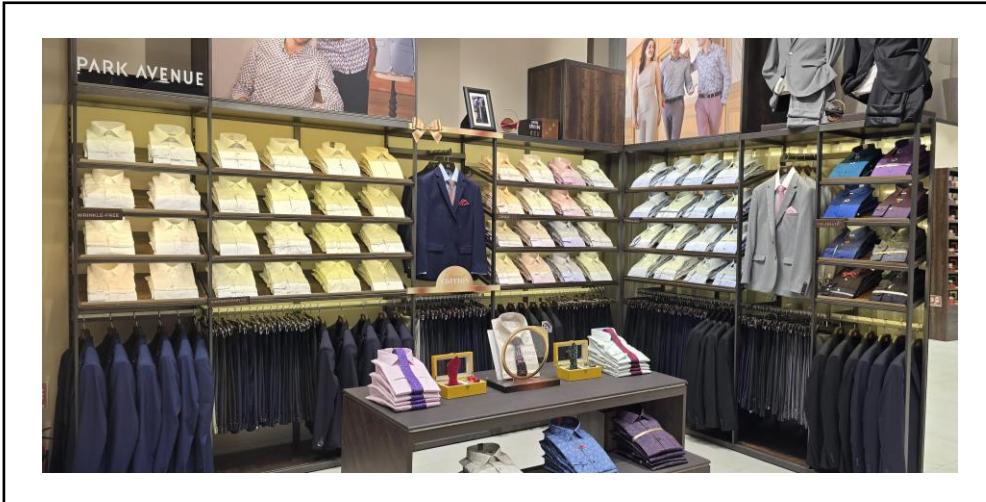
AIRSHIELD

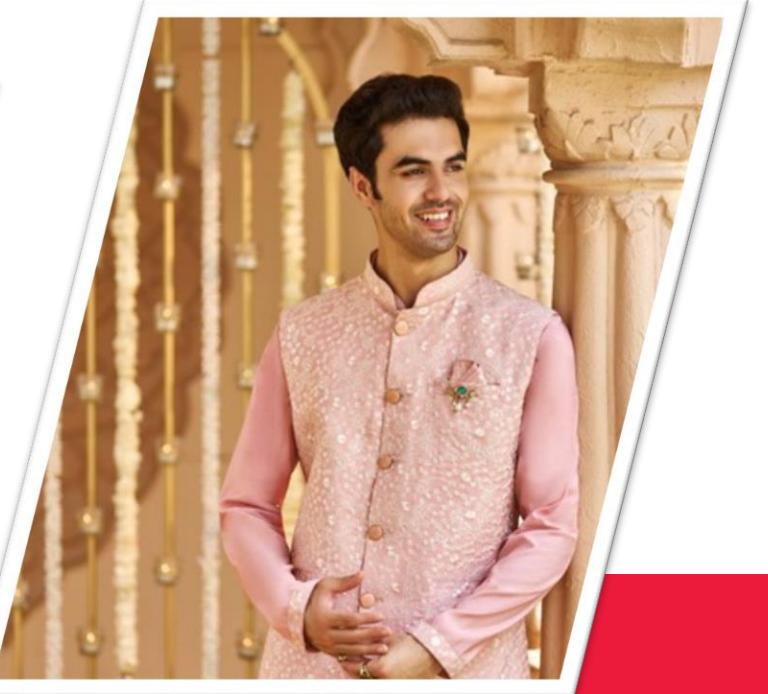
PARK AVENUE

Exclusive Retail Network

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Continuing expansion of retail footprint





WEDDING COLLECTION



FESTIVE COLLECTION



- Opened 3 stores & closed 1 store in Q3FY26 taking the tally to **141 stores**
- Smart Ethnix collection – an eclectic design code, defining an array of fusion silhouettes of Short Kurtas, Bundi and Trousers

ethnix
by raymond

SMART ETHNIX





Particulars (₹ Cr.)	Q3 FY26	Q2 FY26	Q3 FY25	YoY	9M FY26	9M FY25	YoY
Revenue	258	269	309	(17%)	724	820	(12%)
EBITDA	11	15	24		18	58	(69%)
EBITDA margin	4.2%	5.4%	7.8%		2.4%	7.0%	



REVENUE

Impacted on account of **US tariff uncertainty and weak order book.**

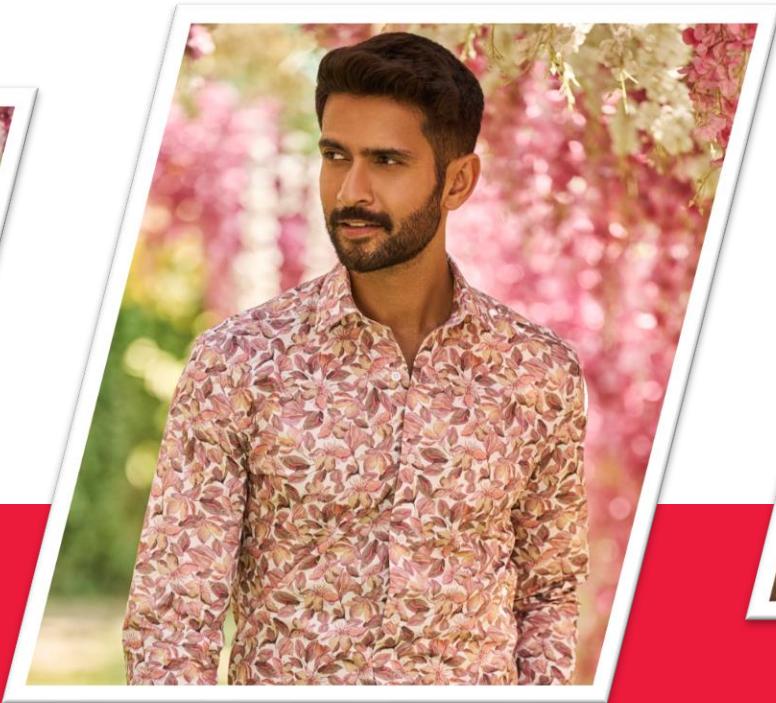


EBITDA

Impacted on account of **scale deleverage**
We are reducing US dependency by diversifying into the UK via duty-free trade agreements



High Value Cotton Shirting



Particulars (₹ Cr.)	Q3 FY26	Q2 FY26	Q3 FY25	YoY
Revenue	205	212	201	2%
EBITDA	23	25	21	9%
EBITDA margin	11.1%	11.8%	10.3%	

9M FY26	9M FY25	YoY
621	615	1%
67	53	26%
10.8%	8.6%	



REVENUE

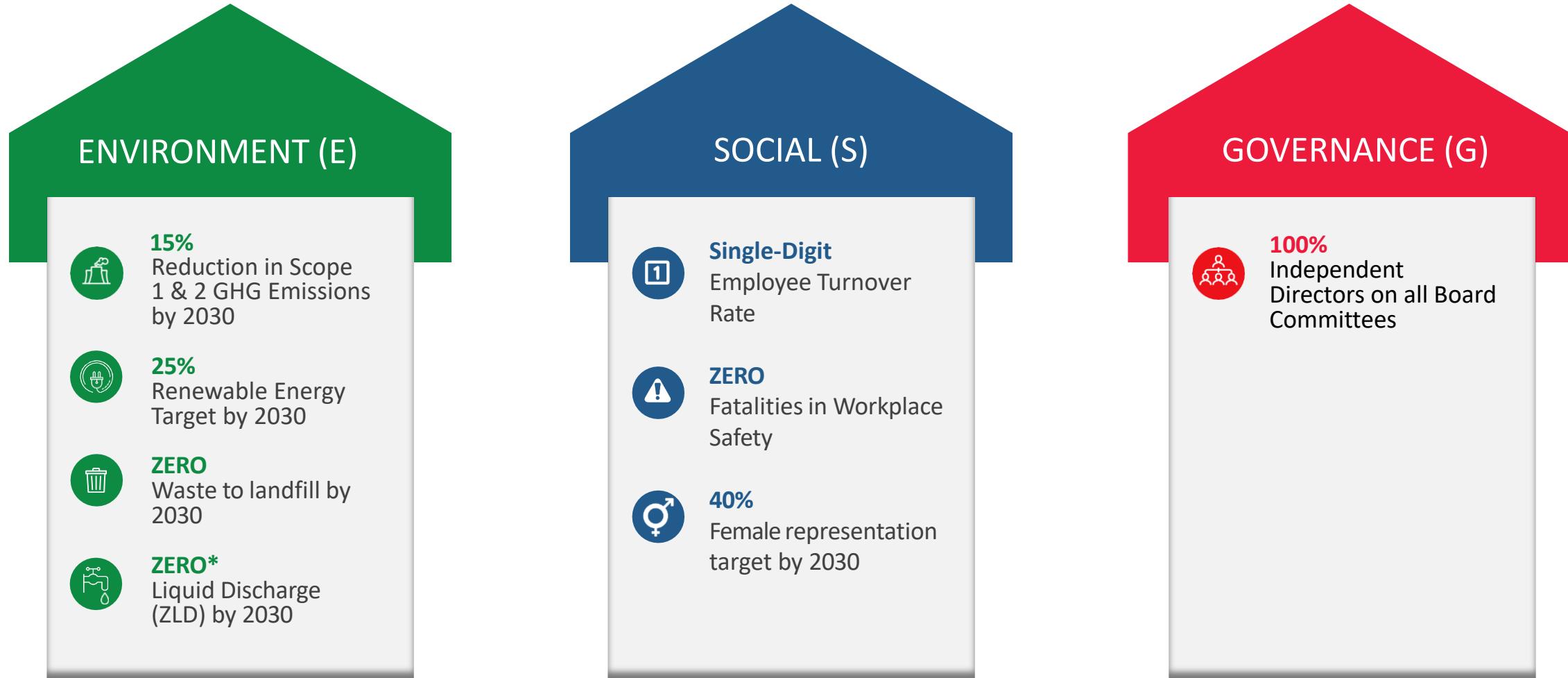
Subdued demand from our B2B customers.



EBITDA

Growth predominantly on account of **improved product mix**

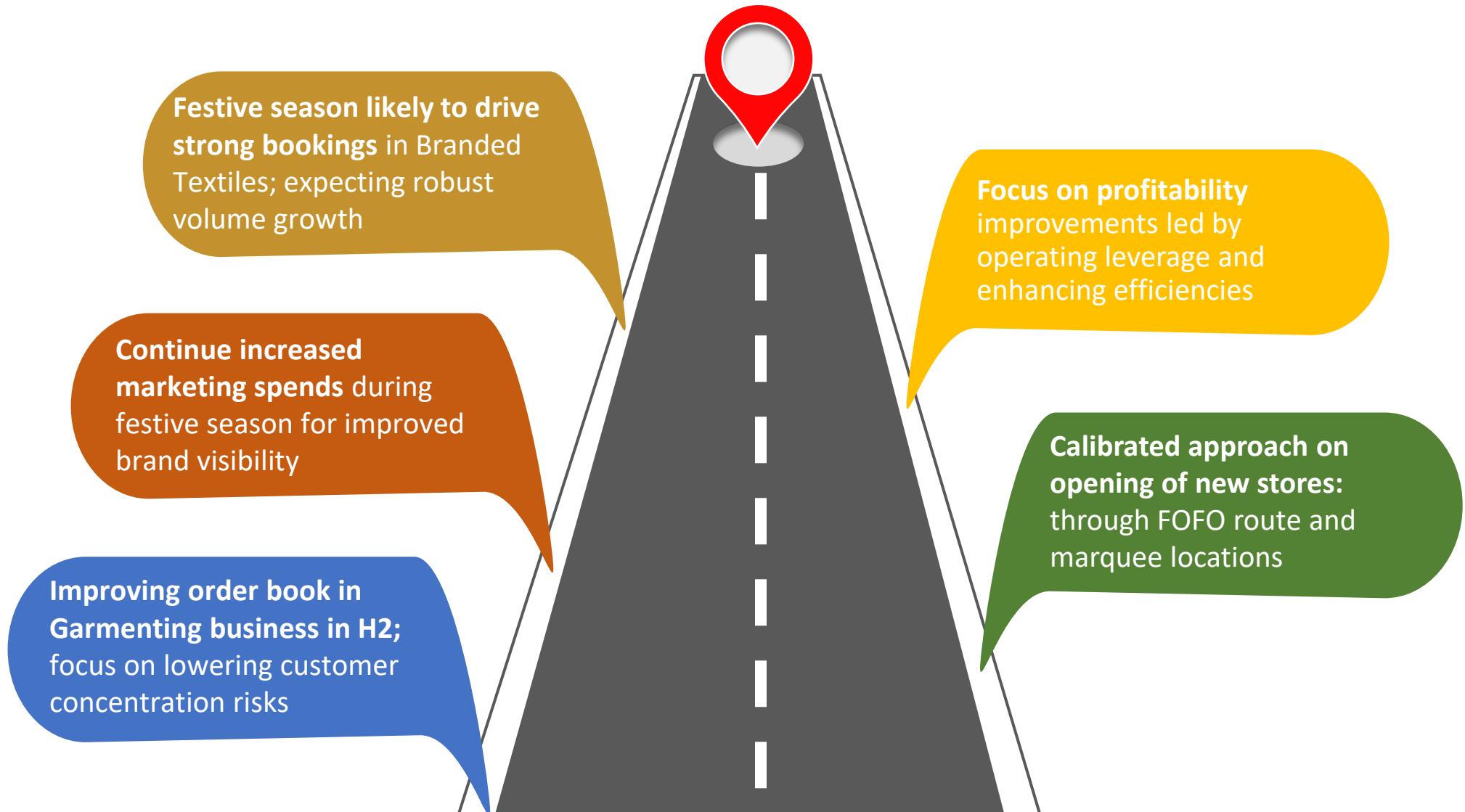




“Our quarterly performance reflects encouraging momentum driven by a strong domestic demand across core lifestyle categories. Even as we navigate global macroeconomic headwinds, we remain focused on agility and strategic foresight—closely tracking opportunities from the UK-India Free Trade Agreement and potential risks from US tariff changes. This disciplined approach ensures we continue creating enduring value for all stakeholders”

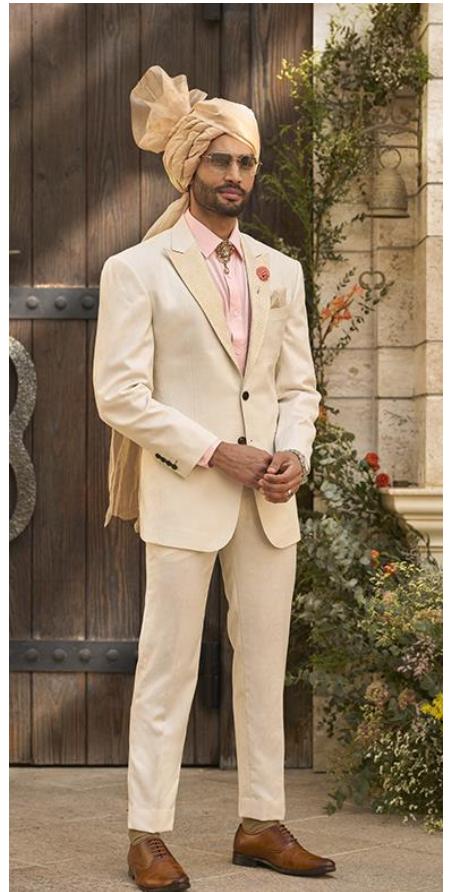


GAUTAM HARI SINGHANIA
Executive Chairman



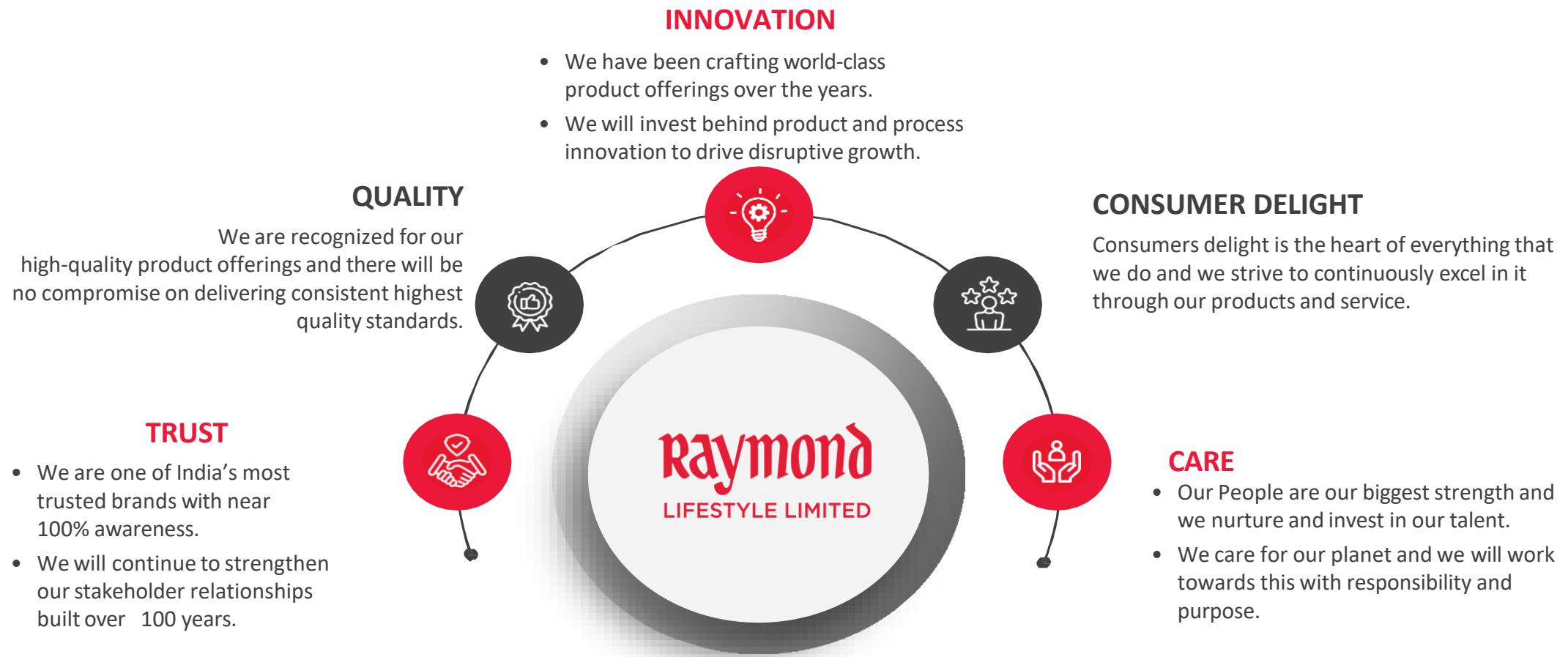


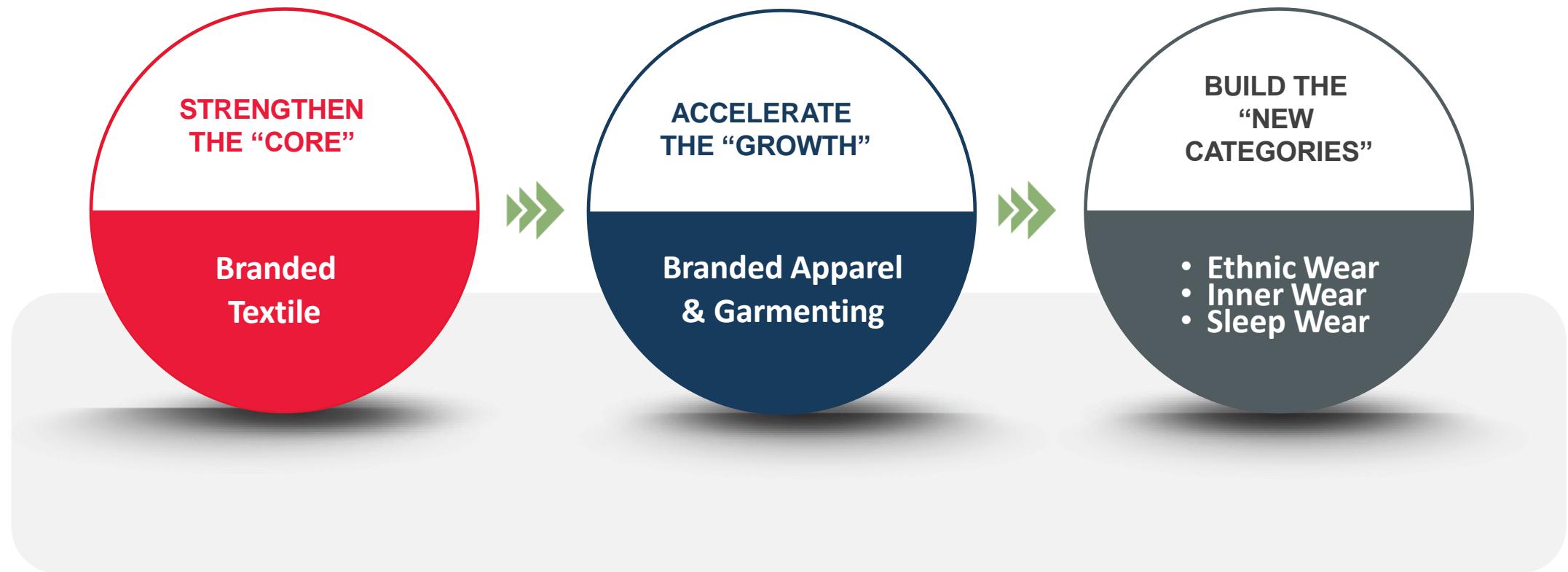
RAYMOND LIFESTYLE - 2.0



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

1

India's Largest
Wedding &
Ceremonial Attire
Brand

Retail
Expansion

2

4

Garmenting:
Capitalize on
China+1 and FTA

New Growth
Vectors:
Ethnic, Sleepwear
and Innerwear

3



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



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



DINESH LAL
Independent Director
Over 50 years of diverse industry experience



RAJIV SHARMA
Independent Director
Ex- CEO COATS



S L POKHARNA
Non-Executive Director
Over 45 years of deep industry experience

Led by Experienced Management Team



SATYAKI GHOSH
Chief Executive Officer



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



RAVI HUDDA
CDO, Lifestyle & Group CIO

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Thank You

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