

# RELAXO

5<sup>th</sup> August, 2017

<b>BSE Ltd.</b> Corporate Relationship Department 1st Floor New Trading Rotunda Building, P J Towers Dalal Street Fort, Mumbai – 400001	<b>National Stock Exchange of India Ltd</b> Listing Department, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai- 400 051
<b>Scrip Code – 530517</b>	<b>Scrip Code – RELAXO</b>

**Sub: Press Release on Un-Audited Financial Results for the Quarter ended as on 30.06.17.**

Dear Sir,

Please find enclosed Press Release on Un-Audited Financial Results for the Quarter ended as on 30.06.2017.

Thanking You,

For **RELAXO FOOTWEARS LIMITED**

  
**Vikas Kumar Tak**  
Company Secretary



## RELAXO FOOTWEARS LIMITED

**Registered Office:** Aggarwal City Square, Plot No. 10, Manglam Place,  
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**CIN L74899DL1984PLC019097**



## RELAXO FOOTWEARS LIMITED

### Q1 FY18 Financial Highlights

Revenue grew by 19% to Rs. 483 crore

EBITDA – Rs. 71 crore; Margins 14.7%

Profit after Tax – Rs. 37 crore; Margins 7.7%

Particulars (Rs. Crs)	Q1 FY18	Q1 FY17	Y-o-Y
Net Revenue	483	405	19%
EBITDA	71	70	1%
Profit After Tax	37	37	1%

Press Release : 5<sup>th</sup> August 2017, Delhi

**Relaxo Footwears Limited**, India's largest Footwear Manufacturing Company, has declared its Unaudited Financial Results for the Quarter ended June 30, 2017 on 5<sup>th</sup> August, 2017

#### Highlights for Q1 FY18

- **Net Revenue up 19% to Rs. 483 crore** as compared to Rs. 405 crore in the corresponding period of the previous year. There has been a good ramp up in volumes during the quarter.
- **EBITDA is Rs. 71 crore. The EBITDA Margin were stable at 14.7%.**
- **Finance Cost has reduced from Rs. 4.7 crore to Rs. 2.3 crore** on Y-o-Y basis as our overall interest rates have come down due to low utilization of working capital limits
- **Profit after Tax is Rs. 37 crore. The PAT Margin is 7.7%**



Relaxo Footwears Limited  
Delhi

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SCHOOLMATE  
A STEP AHEAD

SPARX

Bahamas

Commenting on the results and performance, **Mr. Ramesh Kumar Dua**, Managing Director said:

"We are glad to start FY18 on a positive note with the **Revenue growing by 19% to Rs. 483 crores**. We have witnessed increased volumes across all product categories and geographies.

Our company achieved **EBITDA of Rs. 71 crores and have achieved EBITDA Margins of 14.7%** due to sustained efforts towards premiumization of product portfolio. Margins in this quarter were under pressure due to high raw material prices. We are hopeful of raw material prices easing out in the coming quarters. Our **PAT is Rs. 37 crores**. Our interest costs have halved on a year on year basis.



With GST implementation from 1<sup>st</sup> July, 2017, we are of the firm view that all organised businesses including us will benefit. Under GST, footwear under Rs. 500 are levied at 5% with an input credit availability and more than 70% of our sale is in this range. We are currently assessing the exact impact of GST on our business and will get a clear idea in the coming quarters.

We are witnessing a change in trend with respect to habits, lifestyles, tastes and preferences. The Indian Consumer is looking beyond the utility aspect and seeks intangibles such as brand, quality, comfort as well as a strong fashion statement from his footwear.

We are continuously focusing on premiumization of our products, building a brand, looking to penetrate the unexplored markets, and developing new channels of distribution including e-commerce and modern trade.

We are continuously focused on improving our internal efficiencies and cost optimization which will help us in achieving better profitability.

With a strong start of the year, we are confident of a better future performance on back of strong distribution reach created over the years, well balanced product portfolio addressing larger audience base and our focus on continuously improving manufacturing efficiencies."

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A STEP AHEAD

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THE SPORTS BRAND

Bahamas

## About Relaxo Footwears Limited

Relaxo Footwears Limited is the largest Footwear Manufacturing Company in India. Products include Rubber/EVA slippers, canvas shoes, sport shoes, sandals, school shoes and other types of Footwear. It has a portfolio of 10 brands including major brands like Relaxo, Flite, Sparx, Bahamas and Schoolmate. The company sells its products through ~50,000 retailers served through distributors, 275 COCO Outlets, Exports and E-commerce/Modern Trade. It has 8 state of the art manufacturing facilities, six in Bahadurgarh (Haryana), and one each in Bhiwadi (Rajasthan) and Haridwar (Uttarakhand). The company's Business Process is managed through SAP & Microsoft Navision.

## Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

**For further information, please contact**

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