

## Relaxo Footwears Limited

Release: 4<sup>th</sup> February 2017, Delhi

Relaxo Footwears Limited, India's largest Footwear Manufacturing Company, has declared its Unaudited Results for the quarter and nine months ended December 31, 2016.

### Financials at a Glance:

Particulars (Rs. Crs)	Q3 FY17	Q3 FY16	Y-o-Y	9M FY17	9M FY16	Y-o-Y	FY16
Net Revenue from Operations	391.0	387.7	1%	1,242.8	1,227.6	1%	1,713.0
EBITDA	52.9	54.2	-2%	179.2	174.2	3%	241.1
EBITDA Margin (%)	13.5%	14.0%		14.4%	14.2%		14.1%
Profit After Tax	25.1	24.4	3%	88.7	83.2	7%	116.0
PAT Margin (%)	6.4%	6.3%		7.1%	6.8%		6.8%

\*Profit after Tax is excluding exceptional gains

### Highlights for the 9 Months ended 31<sup>st</sup> December, 2016

- Net sales up 1% to Rs. 1,243 crore as compared to Rs. 1,228 crore in the corresponding period of the previous year
- EBITDA up 3% to Rs. 179 crore as compared to Rs. 174 crore in the corresponding period of the previous year
- EBITDA Margins improved by 20 bps to 14.4%
- Finance Cost has reduced to Rs. 12 crore as our overall interest rates have come down due to utilization of better priced credit instruments like CPs, buyers credit etc. and some interest portion getting capitalized.
- Profit after Tax up 7% to Rs. 89 crore as compared to Rs. 83 crore in the corresponding period of the previous year
- PAT Margins improved by 30 bps to 7.1%



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

"I am happy to announce that our company reported Topline of Rs. 1,243 crores with EBITDA and PAT Margins of 14.4% and 7.1% respectively for 9M FY17.

In spite of demonetization, our Company has been able to maintain our topline due to continuous efforts made towards premiumization of products. In the last few quarters we have also focused on improvement in internal efficiencies and cost optimization which has helped in achieving better profitability.

The Indian Consumer is evolving with respect to habits, lifestyles, tastes and preferences. We continuously try and understand the consumer needs through market research and keep churning our portfolio as per the needs of the consumer.

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 confident that all measures undertaken by the Company will help build a solid foundation for sustainable growth in the future."

A circular blue stamp with the text "Relaxo Footwears Limited" around the top edge and "Delhi" in the center. A small star is at the bottom of the circle. To the right of the stamp is a handwritten signature in blue ink.

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## About Relaxo Footwears Limited

Relaxo Footwears Limited is the largest Footwear Manufacturing Company in India. It sold over 13.50 crores of Footwear pairs in FY2016. Products include Rubber/EVA slippers, canvas shoes, sport shoes, sandals, school shoes and other types of Footwear. It has a portfolio of 10 brands and ~50,000 retailers served through distributors. Major Brands include Relaxo, Flite, Sparx, Bahamas and Schoolmate. It has 8 state of the art manufacturing facilities in, six in Bahadurgarh (Haryana), and one each in Bhiwadi (Rajasthan) and Haridwar (Uttarakhand). The company's Business Process is managed through SAP & Microsoft Dynamics 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 more Information, please contact:

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