

RELAXO

3rd February, 2018

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

Sub: Press Release on Un-Audited Financial Results for the Quarter ended as on 31.12.17.

Dear Sir,

Please find enclosed Press Release on Un-Audited Financial Results for the Quarter ended as on 31.12.2017.

Thanking You,

For **RELAXO FOOTWEARS LIMITED**



A circular blue stamp of Relaxo Footwears Limited, Delhi, is overlaid on the signature.

Vikas Kumar Tak
Company Secretary

RELAXO FOOTWEARS LIMITED

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CIN L74899DL1984PLC019097



RELAXO FOOTWEARS LIMITED

Q3 FY18 Financial Performance

Revenue grew by 23% to Rs. 458 crore

EBITDA grew 41% to Rs. 72 crore; Margins 15.7%

Profit after Tax grew 57% to Rs. 38 crore; Margins 8.3%

Particulars (Rs. Crs)	Q3 FY18	Q3 FY17	Y-o-Y
Revenue	458	372	23%
EBITDA	72	51	41%
EBITDA Margins (%)	15.7%	13.7%	200 bps
Profit After Tax	38	24	57%
PAT Margins (%)	8.3%	6.5%	180 bps

Press Release : 3rd February 2018, Delhi

Relaxo Footwears Limited, India's largest Footwear Manufacturing Company, has declared its Unaudited Financial Results for the Quarter and Nine Months ended 31st December, 2017

Highlights for Q3 FY18

- **Revenue up 23% to Rs. 458 crore** as compared to Rs. 372 crore in the corresponding period of the previous year. There has been a significant increase in volume during the quarter.
- **EBITDA up by 41% to Rs. 72 crore** as compared to Rs. 51 crore in the corresponding period of the previous year.
- **EBITDA Margin** has increased by 200 basis points to 15.7%.
- **Finance Cost has reduced from Rs. 3.7 crore to Rs. 2 crore** on Y-o-Y basis due to easing of interest rates, reduction in term loan and capitalization of a part of interest cost
- **Profit after Tax up 57% to Rs. 38 crore** as compared to Rs. 24 crore in the corresponding period of the previous year.
- **PAT Margin** has increased by 180 basis points to 8.3%



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

"I am happy to announce that our Company reported **Revenue of Rs. 458 crores** with **EBITDA and PAT of Rs. 72 crores and Rs. 38 crores** respectively in the third quarter of FY18.

Our **Margin expansion by 200 basis points to 15.7%** is largely due to increase in volume, business efficiencies and sustained efforts towards premiumization of product portfolio.

During the year, we have started a franchisee based business model and have opened 4 outlets in Bihar and Uttarakhand. We have received a positive response from it and therefore are looking to further expand our retail footprint through the franchisee route.

Introduction of GST has been positive for the Footwear Industry. Going ahead, we expect consolidation in the industry. Due to GST, we expect improvement in ease of doing business.

Our Focus has been on increasing our market for premium products, build a strong brand, look to penetrate the unexplored markets, and develop new channels of distribution. We are continuously increasing our exclusive dealers and distributors across the country.

We shall further strive to improve the efficiency of our operations and continue to focus on expanding our product portfolio and increase our retail portfolio which shall help us to enhance our performance going ahead.



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, 286 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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