



January 31, 2025

BSE Ltd. Corporate Relationship Department Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001	National Stock Exchange of India Ltd. Listing Department, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051
Scrip Code – 530517	Symbol – RELAXO

Subject: Press Release on Unaudited Financial Results for the quarter and nine months ended on December 31, 2024

Dear Madam / Sir,

Please find enclosed herewith Press Release on Unaudited Financial Results of the Company for the quarter and nine months ended on December 31, 2024.

The above is for your information and record please.

Thanking You,

For **Relaxo Footwears Limited,**

Ankit Jain
Company Secretary & Compliance Officer

Encl. as stated above

RELAXO FOOTWEARS LIMITED

Registered Office: Aggarwal City Square, Plot No. 10, Manglam Place,
District Centre, Sector-3, Rohini, Delhi-110085. Phones: 46800 600, 46800 700
Fax: 46800 692 E-mail: rfl@relaxofootwear.com
CIN L74899DL1984PLC019097

Classification: **Public**



www.relaxofootwear.com

RELAXO FOOTWEARS LIMITED

Q3 FY25 Financial Performance

Q3 FY25 Revenue at Rs. 667 crores

Q3 FY25 EBITDA stood at Rs. 83 crores; Margin at 12.5%

Q3 FY25 Profit After Tax stood at Rs. 33 crores; Margin at 4.9%

Particulars (Rs. Cr)	Q3FY25	Q3FY24	Y-o-Y	9MFY25	9MFY24	Y-o-Y
Revenue from Operations	667	713	(6%)	2,094	2,167	(3%)
EBITDA	83	87	(4%)	270	286	(6%)
EBITDA Margin* (%)	12.5%	12.2%	27 bps	12.9%	13.2%	(32 bps)
Profit After Tax	33	39	(14%)	114	139	(18%)
PAT Margin (%)	4.9%	5.4%	(46 bps)	5.4%	6.4%	(97 bps)

*EBITDA as a % of Revenue from Operations (excluding other income)

31st January 2025, New Delhi: Relaxo Footwears Limited, India's largest footwear manufacturing company, declared its Unaudited Financial Results for the quarter and nine months ended 31st December 2024.

Highlights for Q3 FY25

- **Revenue at Rs. 667 crores** in Q3 FY25 as compared to Rs. 713 crores in Q3 FY24 impacted by lower volume amidst a weak demand environment, despite increase in the average price realisation.
- **EBITDA at Rs. 83 crores** in Q3 FY25 as against Rs. 87 crores in corresponding quarter of previous year. EBITDA margin at 12.5% during the quarter as compared to 12.2% in Q3 FY24.
- **Profit after Tax at Rs. 33 Crores** in Q3 FY25.

Highlights for 9M FY25

- **Revenue at Rs. 2,094 crores** in 9M FY25 as compared to Rs. 2,167 crores in 9M FY24.
- **EBITDA at Rs. 270 crores** in 9M FY25 as against Rs. 286 crores in 9M FY24. EBITDA margin stood at 12.9% in 9M FY25.
- **Profit after Tax at Rs. 114 Crores** in 9M FY25 with margin stood at 5.4%.

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

Given the overall weak consumer demand, particularly in the mass and value segments, the Company's continued focus has been to revamp the distribution system. The introduction of the "Relaxo Parivaar" app has not only helped us to increasingly streamline our network of distributors and retailers but is also setting the stage for the future expansion of this network. We believe this effort, while exhibiting short term pain over the last few quarters in terms of decline in volumes, is slowly getting accepted by all business partners. We expect our distribution system to stabilise over the next 2-3 quarters and are hopeful that the results will begin to show post that.

Furthermore, we continue to improve our online presence through the "Brand as a Seller" model and are regularly launching exclusive offerings which shall contribute to the growth of this important channel. On the cost front, our focus remains on cost optimization efforts targeting operational efficiencies and involves the Company's manufacturing facilities as well as the vendors.

We are confident that the curated investments that we have undertaken in this depressed market scenario will set the stage for growth and profitability in the medium to longer term.

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

Company :

Relaxo Footwears Limited
CIN: L74899DL1984PLC019097
Mr. Ankit Jain
cs@relaxofootwear.com

www.relaxofootwear.com
