



9<sup>th</sup> August, 2018

<b>The Manager</b> Listing Department <b>The National Stock Exchange of India Ltd.</b> Exchange Plaza, 5th Floor Plot No. C/1, Bandra - Kurla Complex, Bandra (East), Mumbai - 400051 Tel. No.: 022-26598100`14 Fax No.: 022-26598273-38 Scrip Code: LIBERTSHOE ISIN No. : INE 557B01019	<b>The Manager</b> Listing Department <b>Bombay Stock Exchange Ltd.</b> Phiroza Jeejeebhoy Towers, Dalal Street, Mumbai – 400001 Tel: 022 – 22722375, 2066 Fax : 022 – 22722037, 39, 41,61 Scrip Code: 526596 ISIN No. : INE 557B01019
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**Sub: Press announcement made at the Board Meeting for the Quarter ended 30<sup>th</sup> June, 2018 results**

**Compliance Officer** : Munish kakra (CFO & Company Secretary)  
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Dear Sir/ Madam,

Please refer to our letter dated 9<sup>th</sup> August, 2018 in respect of outcome of the Board meeting of the Company held on Thursday, 9<sup>th</sup> August, 2018.

In Continuation thereof, please find attached herewith the Press announcement made by the Company just after the Board meeting in respect of its Quarter ended 30<sup>th</sup> June, 2018 results for your information & records.

Kindly upload the same on your website for the information of the investors at large.

Thanking you,  
Sincerely Yours,  
For Liberty Shoes Ltd.

**Munish Kakra**  
**CFO & Company Secretary**  
Enc.: a/a



**Liberty Shoes Limited,**

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CIN No. L19201HR1986PLC033185



**Liberty announces its 1<sup>st</sup> Quarter financial results**

**Gurugram, Haryana, Thursday, August 9, 2018:** Liberty Shoes Ltd., today announced its results of Q1 ended 30<sup>th</sup> June, 2018.

**Highlights for the 1<sup>st</sup> Quarter ended 30<sup>th</sup> June, 2018:**

(Rs. in Cr. except EPS)

Particulars	Q1 (2018-19)	Q1 (2017-18)	% increase
Total Sales	146.02	128.62	14
Domestic Sales	138.85	120.52	15
Exports Sales	7.16	8.10	(11)
EBIDTA	1,023.89	883.19	16
PBT	328.78	177.55	85
PAT	226.43	107.72	110
EPS	1.33	0.63	110

**Commenting on the results and performance, Sh. Adesh Gupta, CEO & Executive Director of the Company said:**

- ❖ The Company for the 1<sup>st</sup> quarter ended 30<sup>th</sup> June, 2018 has recorded a turnover of Rs. 146.02 Crores with a growth of 14% as compared to Rs. 128.62 Crores during the corresponding 1<sup>st</sup> quarter in the previous year ended 31<sup>st</sup> March, 2018.
- ❖ During the current quarter ended 30<sup>th</sup> June, 2018 the domestic sales increased by 15% from Rs. 120.52 Crores to Rs. 138.85 Cr. The FOCO model launched in the last year has been showing impressive results besides easing out working capital cycle of the Company. The more focus is on Domestic Sales to improve and capture the growing market in coming years.
- ❖ Improvements in Institutional Sales which stood at Rs. 56.44 Cr. during the 1<sup>st</sup> quarter ended 30<sup>th</sup> June, 2018 contributing around 39% of the total sales of the Company during the current quarter under consideration. This Segment itself registered a growth rate of around 37% against the corresponding period in the last year 2018.
- ❖ Export Sales though declined by 11% during the 1<sup>st</sup> quarter of 2018 however the Company expects to improve its performance considering global developments and the positive feedback from its various overseas customers.



- ❖ In terms of pairs the Company has recorded impressive growth of over 12.5% by selling 3.52 Lakh more pairs of footwear during the period ended 30<sup>th</sup> June, 2018 as compared to the corresponding period in the last year 2018.
- ❖ EBITDA margin improved at 7.01% against 6.87% of corresponding period in the last year despite more share of traded institutional sales having higher cost of sales in comparison to manufacturing sales. This leads to efficiency improvements at operating cost control.
- ❖ PBT & PAT during the 1st quarter ended 30th June, 2018 have increased against the corresponding period of last year. As against PAT of 1.07 Crores during the 1st quarter ended 30th June, 2017, the Company has recorded PAT of 2.26 Crores during the current quarter ended 30th June, 2018.

**Commenting on the positive development in the Footwear Sector, Sh. Adesh Gupta, CEO & Executive Director of the Company said:**

- Overall Footwear Industry is a very optimistic right now with growing awareness about the latest trends and consciousness among consumers. Consumer's increased exposure to plastic money and imposition of GST is going to provide more organized retailing and trade transparency in long term.
- Besides commencement of "Make in India" campaign in the past, the latest initiative of Indian Government for the footwear Industry regarding increase of threshold of five percent slab from Rs. 500 per pair to Rs. 1,000 per pair will provide boost to the footwear Industry as a whole and the similar support going forward will accelerate it further. He further stated that this industry or this sector is low impact on revenue, but high impact on jobs and growth per se. From Liberty perspective, what we see in the particular segment between Rs 500 and Rs 1,000 now, where the GST slab has been reduced or GST rate has been reduced from 18 percent to 5 percent will be a great significance for the industry and also for Liberty in particular.
- India has a lot of potential in tier-II and tier-III cities and towns and therefore, **LIBERTY** is constantly entering these towns and tapping the potential market

Mr. Gupta while commenting on the results and performance of the Company has also shared that Care Analysis & research Ltd. (CARE), the leading rating agency has reaffirmed their rating assigned to the Company as under for the various banking facilities sanctioned to the Company:

Facilities	Rating
Long Term	CARE A-; stable
Short Term	CARE A2+

**For more information, please contact:**

**Liberty Shoes Ltd.**

CIN: L19201HRPLC033185

**Sh. Munish Kakra**

CFO & Company Secretary

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