

1st February, 2020

| | |
|--|--|
| 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 Unaudited Financial Results for the quarter and nine months ended on 31st December, 2019


Dear Sir,

Please find enclosed Press Release on Unaudited Financial Results of the company for the quarter and nine months ended on 31st December, 2019.

The same is for your information and record.

Thanking You,

For **Relaxo Footwears Limited**,


Vikas Kumar Tak
Company Secretary

Encl. as 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: rfi@relaxofootwear.com
CIN L74899DL1984PLC019097



RELAXO FOOTWEARS LIMITED

Q3 FY20 Financial Performance

9M FY20 Revenue at Rs. 1,870 crore grew strongly at 13% YoY

Q3 FY20 Revenue at Rs. 600 crore, up 9% YoY

9M FY20 EBITDA at Rs. 313 crore; up 37% YoY with margins of 16.7%

Q3 FY20 EBITDA at Rs. 102 crore; up 40% YoY with margins of 16.9%

9M and Q3 FY20 Profit After Tax at Rs. 174 crore, up 44% and Rs.54 crore, up 52%; respectively

| Particulars (Rs. Cr) | Q3 FY20 | Q3 FY19 | Y-o-Y | 9M FY20 | 9M FY19 | Y-o-Y |
|-------------------------|---------|---------|---------|---------|---------|---------|
| Revenue from Operations | 600 | 551 | 9% | 1,870 | 1,656 | 13% |
| EBITDA | 102 | 73 | 40% | 313 | 229 | 37% |
| EBITDA Margins (%) | 16.9% | 13.2% | 376 bps | 16.7% | 13.8% | 290 bps |
| Profit After Tax | 54 | 36 | 52% | 174 | 121 | 44% |
| PAT Margins (%) | 9.0% | 6.5% | 257 bps | 9.3% | 7.3% | 202 bps |

1st Feb 2020, New Delhi : Relaxo Footwears Limited, India's largest Footwear manufacturing company, declared its Unaudited Financial Results for the Third Quarter of FY 20.

Highlights for Q3 FY20

- **Revenue up by 9% to Rs. 600 crore** as compared to Rs. 551 crore in the corresponding period of the previous year. Growth has been moderate due to overall economic slowdown and extended winter in Northern India.
- **EBITDA at Rs. 102 crore** as compared to Rs. 73 crore in the corresponding period of the previous year. Premiumization of some products and favorable raw material prices improved EBITDA margins. EBITDA margins adjusted to IND AS 116, stand at 15%.
- Finance cost stood at Rs. 4 crore as compared to Rs. 2 crore and Depreciation stood at Rs. 27 crore as compared to Rs. 17 crore in the corresponding period of the previous year. The increase is mainly due to impact of IND AS 116. Profit before tax is lower by Rs. 2.2 crore in this quarter due to adoption of IND AS 116.
- **Profit after Tax at Rs. 54 crore** as compared to Rs. 36 crore in the corresponding period of the previous year. **PAT Margin** at 9%.

Highlights for 9M FY20

- **Revenue up by 13% to Rs. 1,870 crore** as compared to Rs. 1,656 crore in the corresponding period of the previous year. Growth has been driven by healthy mix of volumes and value.
- **EBITDA at Rs. 313 crore** as compared to Rs. 229 crore in the corresponding period of the previous year. EBITDA margin adjusted for IND AS 116, stands at 15%.
- **Profit after Tax at Rs. 174 crore** as compared to Rs. 121 crore in the corresponding period of the previous year. **PAT Margin** at 9.3%.

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

“We have seen some slowdown in this quarter in the northern markets due to extended winter but despite of economic challenges we continue to drive business growth through strong execution and relentless focus on our consumer. This has helped us achieve a healthy 13% top line growth in overall challenging market conditions. We have seen growths across our portfolio of brands. Our margin performance reflects our focus on the better cost efficiencies and raw material economics.

We will strive to continue to deliver growth by expanding our product offerings, strengthening market share and also by penetrating into newer geographies. Our focus is on enhancing our brands, strengthening our supply chain and improving operational efficiencies. Best-in-class customer experience and creating long-term value for our stakeholders are paramount goals for us.”

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. Vikas Tak
vikastak@relaxofootwear.com

www.relaxofootwear.com
