



May 20, 2021

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

**Sub: Press Release on Audited Financial Results for the quarter and year ended on March 31, 2021**

Dear Sir,

Please find enclosed Press Release on Audited Financial Results of the company for the quarter and year ended on March 31, 2021.

The same is for your information and record.

Thanking You,

For **Relaxo Footwears Limited**,

**Vikas Kumar Tak**  
**Company Secretary and Compliance Officer**  
**Membership No.: FCS 6618**

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  
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**CIN L74899DL1984PLC019097**



[www.relaxofootwear.com](http://www.relaxofootwear.com)

# RELAXO FOOTWEARS LIMITED

## Q4 FY21 & FY21 Financial Performance

Q4 FY21 Revenue at Rs. 748 crore grew strongly at 38%YoY

FY21 Revenue at Rs. 2,359 crore

Q4 FY21 EBITDA at Rs. 163 crore; up 69% YoY with margins of 21.8% - increased by 398 basis YoY

FY21 EBITDA at Rs. 495 crore; up 21% YoY with margins of 21.0% - increased by 403 basis YoY

Q4 FY21 Profit After Tax at Rs. 102 crore; up 97% YoY with margins of 13.7% - increased by 408 basis YoY

FY21 Profit After Tax at Rs. 292 crore; up 29% YoY with margins of 12.4% - increased by 297 basis YoY

Particulars (Rs. Cr)	Q4 FY21	Q4 FY20	Y-o-Y	FY21	FY20	Y-o-Y
Revenue from Operations	748	541	38%	2359	2410	(2%)
EBITDA*	163	96	69%	495	409	21%
EBITDA Margins (%)	21.8%	17.8%	398 bps	21.0%	17.0%	403 bps
Profit After Tax	102	52	97%	292	226	29%
PAT Margins (%)	13.7%	9.6%	408 bps	12.4%	9.4%	297 bps

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

**20<sup>th</sup> May 2021, New Delhi : Relaxo Footwears Limited**, India's largest Footwear manufacturing company, declared its Audited Financial Results for the Quarter & Full Year ended 31<sup>st</sup> March, 2021.

### Highlights for Q4 FY21

- **Revenue up by 38% at Rs. 748 crore** as compared to Rs. 541 crore in the corresponding period of the previous year. The strong revenue growth was partly due to low base of Q4FY20 which was impacted due to lockdown in the month of March 2020.
- **EBITDA up by 69% at Rs. 163 crore** as compared to Rs. 96 crore in the corresponding period of the previous year. **EBITDA Margins increased by 398 bps** Y-o-Y to 21.8% mainly due to strong revenue growth, product mix and saving in selling and administrative expenses.
- **Other income** stood at Rs. 7 crore as compared to Rs. 4 crore in the corresponding period of the previous year. The increase is mainly on account of lease rent concessions of Rs. 2 crore agreed by lessors for our rented premises.
- **Profit after Tax up by 97% at Rs. 102 crore** as compared to Rs. 52 crore in the corresponding period of the previous year. **PAT Margins** increased by 408 basis Y-o-Y to 13.7%.

## Highlights for FY21

- **Revenue at Rs. 2,359 crore** as compared to Rs. 2,410 crore in the corresponding period of the previous year.
- **EBITDA up by 21% at Rs. 495 crore** as compared to Rs. 409 crore in the corresponding period of the previous year. EBITDA margins increased by 403 basis Y-o-Y to 21.0% mainly due to product mix and saving in selling and administrative expenses.
- **Other income** stood at Rs. 23 crore as compared to Rs. 9 crore in the corresponding period of the previous year. The increase is mainly on account of lease rent concessions of Rs. 10 crore agreed by lessors for our rented premises.
- **Profit after Tax up by 29% at Rs. 292 crore** as compared to Rs. 226 crore in the corresponding period of the previous year. **PAT Margins** increased by 297 basis Y-o-Y to 12.4%.

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

*“In a challenging market environment, we have delivered strong financial performance for the quarter on both the top-line and bottom-line and closed the year on a positive note. The Company achieved 97% growth in profit during the quarter due to strong top-line growth helped by low base of last year along with continuous focus on cost optimization. Despite challenging times, our business ecosystem has withstood the disruption and demonstrated agility and resilience across the value chain. Our focus on selling and administrative expenses have helped us to improve our profitability during the quarter and the year, however we are cautious about the recent rising trend of raw material prices.*”

*The second wave of COVID-19 in India is more severe and continues to impact lives and livelihood, we stand with all those affected and are dedicated towards protecting and supporting our employees, partners and communities in the face of this unfolding crisis. Relaxo remains committed towards its stakeholders by creating a sustainable, profitable and growing business. The company enjoys comfortable liquidity position with zero net debt and continues to provide assistance to its distributors and vendors. Despite the uncertainty related to the extent and length of the fresh wave, we believe that the Company is well placed to emerge stronger in the post COVID-19 world. We remain committed to give the “best experience” and “value for money” to our customers and creating long term value for our shareholders.”*

## 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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### Company :

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