

January 29, 2022

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| BSE Ltd. Corporate Relationship Department 1st Floor New Trading Rotunda Building, P J Towers Dalal Street Fort, Mumbai-400001 Scrip Code – 530517 | National Stock Exchange of India Ltd. Listing Department, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai- 400 051 Scrip Code – RELAXO |
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Sub: Press Release on Un-Audited Financial Results for the quarter and nine months ended on December 31, 2021

Dear Sir,

Please find enclosed Press Release on Un-Audited Financial Results of the company for the quarter and nine months ended on December 31, 2021.

The same is for your information and record.

Thanking You,
Yours Sincerely,

For Relaxo Footweares Limited,


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

Encl : as above

RELAXO FOOTWEARS LIMITED

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District Centre, Sector-3, Rohini, Delhi-110085. Phones: 46800 600, 46800 700
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CIN L74899DL1984PLC019097



RELAXO FOOTWEARS LIMITED

Q3 FY22 Financial Performance

Q3 FY22 Revenue stood at Rs. 744 crore grew by 11%YoY

Q3 FY22 EBITDA stood at Rs. 122 crore; Margins at 16.4%

Q3 FY22 Profit After Tax stood at Rs. 70 crore; Margins at 9.4%

| Particulars (Rs. Cr) | Q3 FY22 | Q3 FY21 | Y-o-Y | 9M FY22 | 9M FY21 | Y-o-Y |
|-------------------------|---------|---------|-----------|---------|---------|-----------|
| Revenue from Operations | 744 | 672 | 11% | 1955 | 1611 | 21% |
| EBITDA | 122 | 149 | (18%) | 305 | 333 | (8%) |
| EBITDA Margins* (%) | 16.4% | 22.1% | (577 bps) | 15.6% | 20.6% | (506 bps) |
| Profit After Tax | 70 | 90 | (22%) | 170 | 189 | (10%) |
| PAT Margins (%) | 9.4% | 13.4% | (397 bps) | 8.7% | 11.8% | (307 bps) |

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

29th January 2022, 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, 2021. |

Highlights for Q3 FY22

- **Revenue grew by 11% at Rs. 744 crore** as compared to Rs. 672 crore in the corresponding period of the previous year due to calibrated price hikes taken to mitigate impact of high raw material prices.
- **EBITDA at Rs. 122 crore** as compared to Rs. 149 crore in the corresponding period of the previous year. **EBITDA Margins decreased by 577 bps** Y-o-Y to 16.4% due to increase in raw material prices and additional margin offered to neutralize the impact of GST rate increase from 5% to 12% w.e.f. 1st January, 2022 .
- **Profit after Tax at Rs. 70 crore** as compared to Rs. 90 crore in the corresponding period of the previous year.
- During the quarter additional capacity of 1.5 Lacs pair per day of footwear was commissioned at unit located in Bhiwadi Rajasthan, taking the total capacity across all categories and Plants to 10 Lacs pair per day of footwear.

Highlights for 9M FY22

- **Revenue grew by 21% at Rs. 1,955 crore** as compared to Rs. 1,611 crore in the corresponding period of the previous year.
- **EBITDA down at Rs. 305 crore** as compared to Rs. 333 crore in the corresponding period of the previous year.
- **Profit after Tax down at Rs. 170 crore** as compared to Rs. 189 crore in the corresponding period of the previous year.

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

“Indian economy continued to recover remarkably well from the pandemic induced disruptions and its quite commendable that India’s COVID vaccination coverage has crossed 150 crore mark, with almost 90% of the eligible population receiving at least one dose. Further, the government has started vaccination drive for youngsters in the age group 15-18 years. These developments seem to have helped curtail the mortality impact of the more transmissible Omicron variant and gives us hope that we will be able to come out of this quicker and stronger.

We have taken calibrated price hike against unprecedented inflationary trend in raw material prices and current trend of raw material prices are easing out from its peak, which will give advantage in next year. The impact of GST rates will settle by the end of Q4, however, it will start giving advantage in unblocking of funds in inverted duty.

During the quarter, we commissioned additional capacity of 1.5 lac pairs per day to cater to the growing demand and capture higher market share. We continue to remain consumer centric with best quality products, diverse portfolio, product innovation, strong market reach and continue to adopt strategic initiatives to capture expanding market opportunities in unexplored geographies to drive growth across all segments of our business. The company continued to enjoy comfortable liquidity position with zero net debt.”

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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