

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
---	--

Sub: Press Release on Audited Financial Results for the quarter and year ended on March 31, 2022

Dear Sir,

Please find enclosed Press Release on Audited Financial Results of the Company for the quarter and year ended on March 31, 2022.

The same is for your information and record.

Thanking You,

For **Relaxo Footweares Limited,**



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

Encl. as above

RELAXO FOOTWEARES 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

Q4 FY22 & FY22 Financial Performance

FY22 Revenue at Rs. 2,653 crore up 12% YoY

FY22 EBITDA at Rs. 416 crore with margins of 15.7%

FY22 Profit After Tax at Rs. 233 crore with margins of 8.8%

Particulars (Rs. Cr)	Q4 FY22	Q4 FY21	Y-o-Y	FY22	FY21	Y-o-Y
Revenue from Operations	698	748	(7%)	2,653	2,359	12%
EBITDA	111	163	(32%)	416	495	(16%)
EBITDA Margins* (%)	15.9%	21.8%	(586 bps)	15.7%	21.0%	(533 bps)
Profit After Tax	63	102	(38%)	233	292	(20%)
PAT Margins (%)	9.0%	13.7%	(465 bps)	8.8%	12.4%	(359 bps)

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

11th May 2022, New Delhi : Relaxo Footwears Limited, India's largest Footwear manufacturing company, declared its Audited Financial Results for the Quarter and Full Year ended 31st March, 2022.

Highlights for Q4 FY22

- **Revenue is at Rs. 698 crore** as compared to Rs. 748 crore in the corresponding period of the previous year. Revenue during the quarter was affected due to disruptions caused by Omicron variant of COVID, GST rate hike from 5% to 12% w.e.f. 1st January 2022 on footwear priced below Rs. 1000 and subdued demand due to high inflation.
- **EBITDA is at Rs. 111 crore** as compared to Rs. 163 crore in the corresponding period of the previous year. EBITDA Margins decreased by 586 bps Y-o-Y to 15.9% mainly due to steep increase in raw material prices and extra support to Trade towards GST rate differential on Inventory.
- **Profit after Tax is at Rs. 63 crore** as compared to Rs. 102 crore in the corresponding period of the previous year.

Highlights for FY22

- **Revenue is at Rs. 2,653 crore** as compared to Rs. 2,359 crore mainly due to calibrated price hikes taken during the year to mitigate some impact of high raw material prices.
- **EBITDA is at Rs. 416 crore** as compared to Rs. 495 crore in the previous year mainly on account of increase in raw material prices and normalisation of Selling & Admin expenses in FY22 as compared to FY21.
- **Profit after Tax is at Rs. 233 crore** as compared to Rs. 292 crore in the previous year.

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

“The year gone by posed several challenges to the business and industry due to the disruptions caused by the second wave and the omicron variant of COVID 19. Margins were affected by dual impact of substantial increase in raw material prices and normalisation of selling, marketing and admin expenses in FY 22 in comparison to FY 21 being Covid 19 pandemic year. In these challenging times as well, we stood by our dealers & distributors and offered extra support to safeguard their margin towards GST rate differential.

Despite all these, the company recorded revenue growth of 12% YoY which is a testimony of being the most trusted brand, having consumer centric approach, continuous product innovation and strong execution.

The inflationary pressure across the Globe swindles almost everybody and we are no exception. Therefore, going forward, in view of no immediate relief from continual extraordinary inflation, we remain cautiously optimistic on the basis of strong recovery across categories specially in the high value closed footwear category after opening up of offices, schools & colleges. We continue to derive strength from our robust business model, strong balance sheet with negligible net debt, professional management team.

We believe that we are well positioned in the footwear marketplace by providing the right ‘price-value’ equation to our customers while making sure our products remain affordable and accessible. We remain committed to all our stakeholders by creating a strong foundation for the future which can provide us sustainable and profitable growth for the long 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. Vikas Tak
vikastak@relaxofootwear.com

www.relaxofootwear.com