

RELAXO FOOTWEARS LIMITED

Q2 FY19 Financial Performance

Revenue grew 19% YoY to Rs. 545 crore

EBITDA grew 20% YoY to Rs. 74 crore; Margins at 13.5%

Profit after Tax grew 23% YoY to Rs. 39 crore; Margins 7.2%

Particulars (Rs. Crs)	Q2 FY19	Q2 FY18	Y-o-Y	H1 FY19	H1 FY18	Y-o-Y
Revenue	545	460	19%	1,112	950	17%
EBITDA	74	62	20%	156	132	18%
EBITDA Margins (%)	13.5%	13.4%	10 bps	14.1%	13.9%	20 bps
Profit After Tax	39	32	23%	85	69	23%
PAT Margins (%)	7.2%	7.0%	20 bps	7.7%	7.3%	40 bps

Press Release : 3rd November 2018, Delhi

Relaxo Footwears Limited, India's largest Footwear Manufacturing Company, has declared its Unaudited Financial Results for the Quarter & Half Year ended 30th September, 2018

Highlights for Q2 FY19

- **Revenue up by 19% to Rs. 545 crore** as compared to Rs. 460 crore in the corresponding period of the previous year. Growth has been mainly driven by increase in volumes
- **EBITDA up by 20% to Rs. 74 crore** as compared to Rs. 62 crore in the corresponding period of the previous year. **EBITDA Margin** have remained stable at 13.5%.
- **Finance Cost has reduced from Rs. 1.9 crore to Rs. 1.2 crore** on Y-o-Y basis due lower utilization of working capital limits and reduction in term loan.
- **Profit after Tax up by 23% to Rs. 39 crore** as compared to Rs. 32 crore in the corresponding period of the previous year. **PAT Margin** are at 7.2%



Highlights for H1 FY19

- **Revenue up by 17% to Rs. 1,112 crore** as compared to Rs. 950 crore in the corresponding period of the previous year.
- **EBITDA up by 18% to Rs. 156 crore** as compared to Rs. 132 crore in the corresponding period of the previous year. **EBITDA Margin** has increased by 20 bps to 14.1%.
- **Profit after Tax up by 23% to Rs. 85 crore** as compared to Rs. 69 crore in the corresponding period of the previous year. **PAT Margin** has increased by 40 basis points to 7.7%

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

*“We have reported strong performance for the 1st half of Financial Year 2019. Our Company has reported a **Revenue of Rs. 1,112 crores** with **EBITDA and PAT of Rs. 156 crores and Rs. 85 crores** for H1 FY19.*

Due to increase in oil prices, we have seen increase in prices of some of our Raw Materials. Improvement in EBITDA Margins to 14.1% is mainly due to high volumes which have brought scale advantage and better cost efficiencies at manufacturing as well as back end level.

We have completely passed on the benefit of reduced GST rates from 18% to 5% on footwear priced between Rs. 500 and Rs. 1,000. This helped us to realize higher volumes.

We will continue to improve our operating efficiencies, expand our product offerings and penetrate further into newer and existing markets to sustain our growth momentum. To achieve strong performance we will continuously invest in our brands and will keep communicating with our target audience.



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

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285
Mr. Deven Dhruva / Mr. Rohan Adhiya
deven.dhruva@sgapl.net / rohan.adhiya@sgapl.net
+91 9833373300 / +91 9833219522

www.sgapl.net

