

RELAXO

11th May, 2018

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 Audited Financial Results for the Quarter and Financial Year ended as on 31.03.18.

Dear Sir,

Please find enclosed Press Release on Audited Financial Results for the Quarter and Financial Year ended as on 31.03.18.

Thanking You,

For **RELAXO FOOTWEARS LIMITED**


Vikas Kumar Tak
Company Secretary

RELAXO FOOTWEARS LIMITED

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CIN L74899DL1984PLC019097



RELAXO FOOTWEARS LIMITED

FY18 Audited Financial Results

Revenue - Rs. 1,964 crores; Growth of 19%

EBITDA - Rs. 302 crores; Margins 15%

Profit after Tax - Rs. 161 crores; Margins 8%

Dividend of Rs 1.50 per share (150% of FV)

Particulars (Rs. Crs)	Q4 FY18	Q4 FY17	Y-o-Y	FY18	FY17	Y-o-Y
Revenue	557	475	17%	1,964	1,652	19%
EBITDA	98	57	71%	302	231	31%
EBITDA Margins (%)	17.6%	12.1%	550 bps	15.4%	14.0%	140 bps
Profit After Tax	53	32	69%	161	120	34%
PAT Margins (%)	9.6%	6.7%	290 bps	8.2%	7.3%	90 bps

Press Release : 11th May 2018, Delhi

Relaxo Footwears Limited, India's largest Footwear Manufacturing Company, has declared its Audited Financial Results for the Quarter and Full Year ended 31st March, 2018

Highlights for FY18

- **Dividend** declared of Rs 1.50 per equity share of Face Value of Rs 1 each
- **Revenue up 19% to Rs. 1,964 crores** as compared to Rs. 1,652 crores in the previous year
- **EBITDA up by 31% to Rs. 302 crores** as compared to Rs.231 crores in the previous year.
- **EBITDA Margin** has increased by 140 basis points to 15.4%.
- **Finance Cost has reduced from Rs. 15 crores to Rs. 9 crores** on Y-o-Y basis due to capitalization of a part of interest cost and reduction in term loan.
- **Profit after Tax up 34% to Rs. 161 crores** as compared to Rs. 120 crores in the previous year.
- **PAT Margin** has increased by 90 basis points to 8.2%



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

*“We are delighted to achieve **Revenue of Rs. 1,964 crores** with **EBITDA and PAT of Rs. 302 crores and Rs.161 crores** respectively in the year of FY18.*

*Our **Margin expansion by 140 basis points to 15.4%**. It is mainly due to our continuous efforts towards premiumization of product portfolio, product mix and cost efficiencies.*

*We are pleased to announce a **Final Dividend of Rs. 1.50 per equity share** that is 150% of FV Re. 1.*

Post GST, the Indian economy has witnessed a transition from an informal setup to a formal one. The footwear players with strong brand that stands for quality have been able to outpace their unorganised counterparts by leveraging the scale advantage.

The growing Indian fashion and lifestyle market has given an impetus to the footwear industry. Rising brand consciousness, rising discretionary incomes which consequentially leads to higher propensity to buy along with rising fashion consciousness and increasing share of organized footwear market led to growth in footwear consumption.

Your Company is focusing to streamline the distribution architecture and expand its distributor footprint in existing strong markets and venturing into untapped market in new geographies.

We shall further strive to improve the efficiency of our operations and continue to focus on expanding our product portfolio and increase our retail portfolio which shall help us to enhance our performance going ahead.



About Relaxo Footwears Limited

Relaxo Footwears Limited is the largest Footwear Manufacturing Company in India. Products include Rubber/EVA slippers, canvas shoes, sport shoes, sandals, school shoes and other types of Footwear. It has a portfolio of 10 brands including major brands like Relaxo, Flite, Sparx, Bahamas and Schoolmate. The company sells its products through ~50,000 retailers served through distributors, 302 Retail Outlets, Exports and E-commerce/Modern Trade. It has 8 state of the art manufacturing facilities, six in Bahadurgarh (Haryana), and one each in Bhiwadi (Rajasthan) and Haridwar (Uttarakhand). The company's Business Process is managed through SAP & Microsoft Navision.

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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