



May 9, 2025

BSE Ltd. Corporate Relationship Department Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400 001	National Stock Exchange of India Ltd Listing Department, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051
Scrip Code – 530517	Symbol – RELAXO

Sub: Investor Presentation on Audited Financial Results for the Quarter and Financial Year ended on March 31, 2025

Dear Madam / Sir,

Please find enclosed herewith Investor Presentation on Audited Financial Results of the company for the Quarter and Financial Year ended on March 31, 2025.

The same is for your information and record please.

Thanking You,

For **Relaxo Footwears Limited**,

Ankit Jain
Company Secretary & Compliance Officer

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

Classification: **Public**



www.relaxofootwear.com



INVESTOR PRESENTATION

Q4 & FY25



May 2025

COMMITTED TO PROVIDE
BEST-IN-CLASS FOOTWEAR

Safe Harbor

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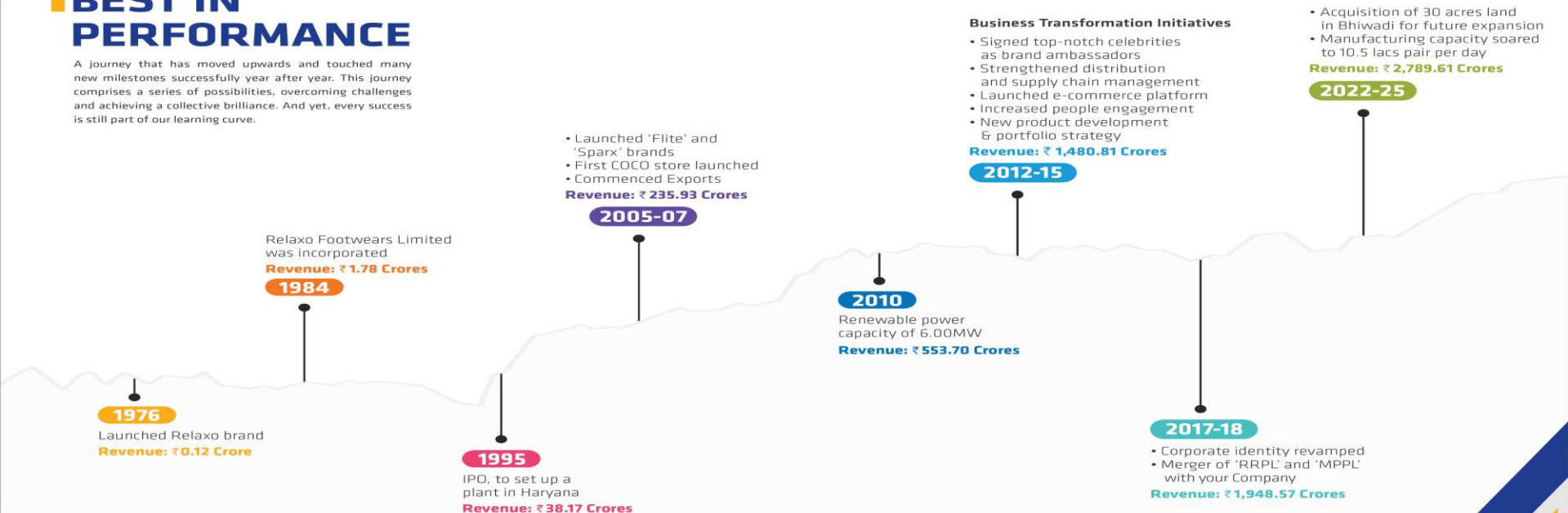
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Company Overview

BEST IN PERFORMANCE

A journey that has moved upwards and touched many new milestones successfully year after year. This journey comprises a series of possibilities, overcoming challenges and achieving a collective brilliance. And yet, every success is still part of our learning curve.



Diversified Portfolio with Strong Identities



Efficient Customer Reach across Channels



Distribution Channels

~650

Pan-India Distributors

70,000+

Retailers/
Multi-Brand Outlets

418

Exclusive Brand Outlets
(EBOs)

~36

Countries Exported to

1

Overseas office in Dubai

amazon

Flipkart



TATA
CLiQ

snapdeal

zepto



AJIO



meesho

RELAXO

Sustained Manufacturing Excellence, Certification & Innovation

Strong in-house manufacturing capabilities

9

Manufacturing Facilities

~10.5 Lakh
Pairs per day capacity

- Continuous focus on optimising operations
 - Dedicated line for manufacturing fast moving SKUs
 - Lean manufacturing (waste minimisation without compromising on productivity)
 - Maynard Operation Sequence Technique (MOST)
 - Yield improvement
 - Focus on cost optimisation in manufacturing allows competitive pricing.

Committed to provide Best in Class footwear

- In-house manufacturing helps in maintaining the end to end quality
- Monitor every stage of the manufacturing process
 - Designing
 - Material Management
 - Production Process
 - Packaging
 - Final Products

Certifications

- ISO 9001:2015
- ISO 14001:2015
- ISO 45001:2018
- ISO 27001:2022
- Member of SATRA

IPR Spectrum

87
Trademarks

13
Copyrights

1,296
Design

Distinguished Board of Directors

Executive Directors

Ramesh Kumar Dua , Chairman & Managing Director

- 48 years of experience in strategy, sales and marketing, production and new product development in the footwear industry
- Leading Relaxo to become the largest footwear manufacturer of India

Mukand Lal Dua , Whole Time Director

- 51 years of experience in manufacturing excellence in footwear industry
- Providing cutting edge impetus to new product development and quality control

Nikhil Dua, Whole Time Director

- 28 years of experience in production, new product development and has deep knowledge of product mix in Footwear Industry
- Studied from International School of Modern Shoe-making, Czech Republic

Gaurav Kumaar Dua, Whole Time Director

- 23 years of experience in sales and marketing in footwear industry
- Joined in 2001 and is heading sales & marketing and has been instrumental in revenue growth

Sushil Batra, Executive Director & Chief Financial Officer

- 33 years of experience in Finance, Taxation and Strategic Planning
- Joined in 2007 as CFO and was elevated to Board in 2024

Independent Directors

Kuldip Singh Dhirgra, Independent Director

- 51 years of experience in paint and related industries in strategy & planning, strategy, corporate management, manufacturing etc

Rajeev Bhadauria, Independent Director

- 37 years of experience in Human Resource and leadership, previously associate with JSPL, Reliance ADA group & NTPC

Yogesh Kapur, Independent Director

- 38 years of experience in reputed financial institutions in the field of investment banking, strategic initiatives, business/corporate restructuring, etc.

Raj Kumar Jain, Independent Director

- 44 years of experience for leading consumer organisations in sales, marketing and supply chain

Richa Arora, Independent Director

- Over 30 years of experience in business, strategy, ESG & Sustainability, marketing for FMCG companies and other consulting organizations

And a Strong Management Team

Ritesh Dua, Executive Vice President - Finance

MBA having over 24 years of experience in Finance, HR & IT

Nitin Dua, Executive Vice President - Retail

MBA having over 20 years of experience in Retail Business

Rahul Dua, Executive Vice President - Manufacturing

Graduate having over 14 years of experience in Manufacturing

Sushil Batra, Executive Director and Chief Financial Officer

FCA having over 33 years of experience in Finance, Taxation and Strategic Planning

Surender Bansal, Vice President - Sales

MBA having over 36 years of experience in leading Footwear and Petrochemical companies

Verinder Kumar, Senior Vice President - Manufacturing

Post-Graduate having 40 years of experience in manufacturing, production and projects

Shravan Kumar Singh, Vice President – Product Development

Graduate & Diploma holder in Footwear Designing having an overall 29 years of experience

Rakesh Singh Gautam, Vice President – Human Resources

BSc and Post-Graduate in Personnel Management having over 35 years of experience in Human Resources across various industries

Ankit Jain, Company Secretary & Compliance Officer

FCS having over 16 years of experience in Manufacturing, Real Estate & Infrastructure companies

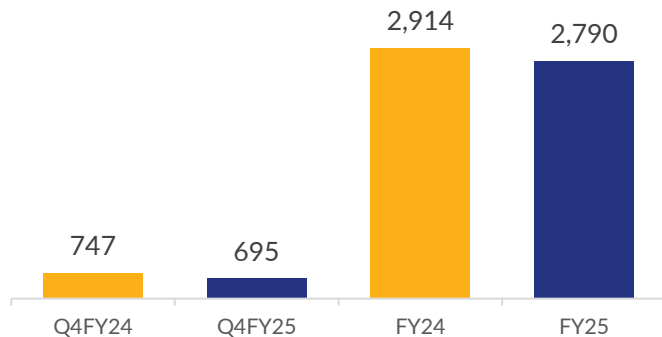
Sachin Chhabra, Vice President - Marketing

MBA having over 21 years of marketing experience in leading FMCG, Telecom, Real Estate & Building Material companies

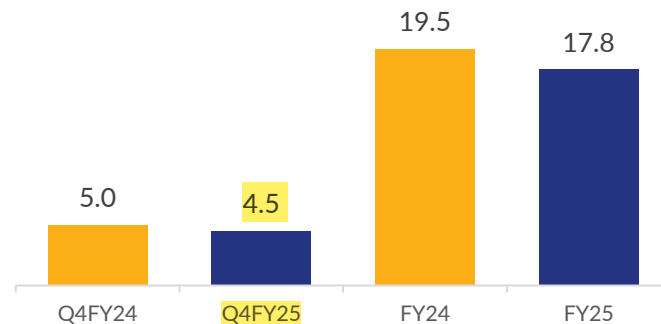
Quarterly Performance at a Glance

Q4 & FY25 Financial Highlights – Profit and Loss (1/2)

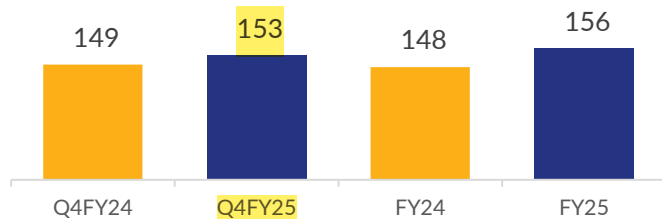
Revenue (₹ in Cr.)



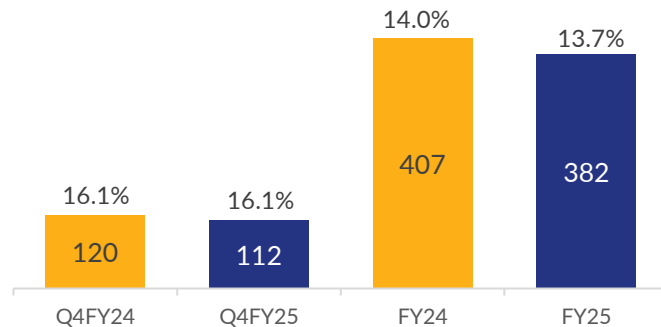
No. of Pairs sold (in Cr.)



Average Realization per pair (in ₹)

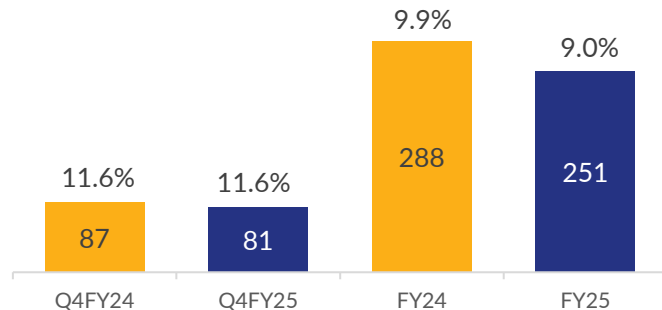


EBITDA (₹ in Cr.) & Margin (%)

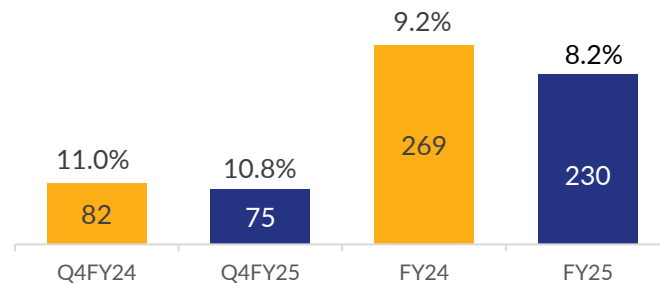


Q4 & FY25 Financial Highlights – Profit and Loss (2/2)

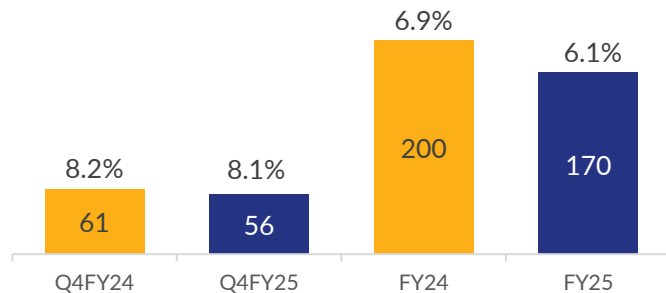
EBIT (₹ in Cr.) & Margin (%)



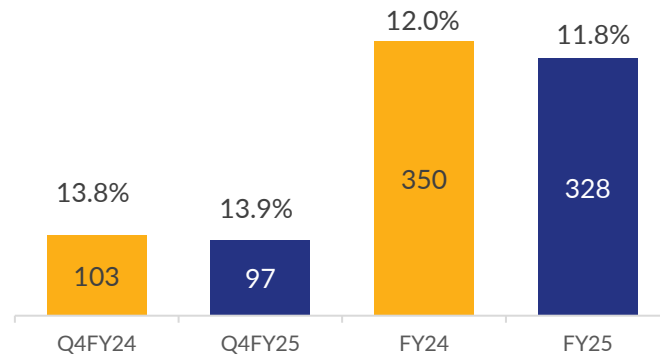
PBT (₹ in Cr.) & Margin (%)



PAT (₹ in Cr.) & Margin (%)

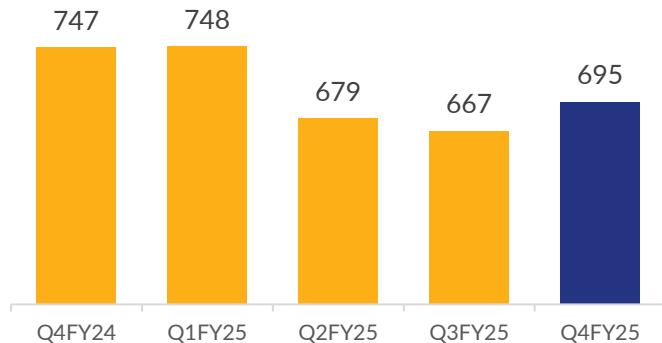


Cash PAT (₹ in Cr.) & Margin (%)

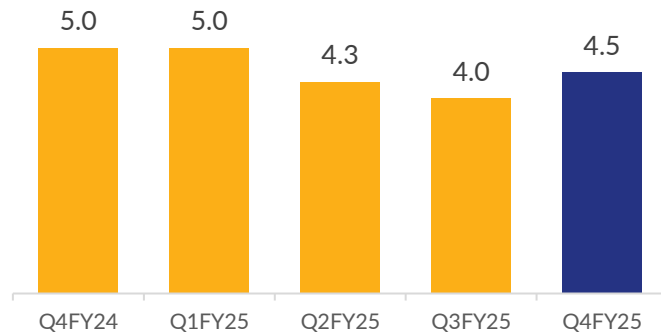


Quarterly Trend – Profit and Loss (1/2)

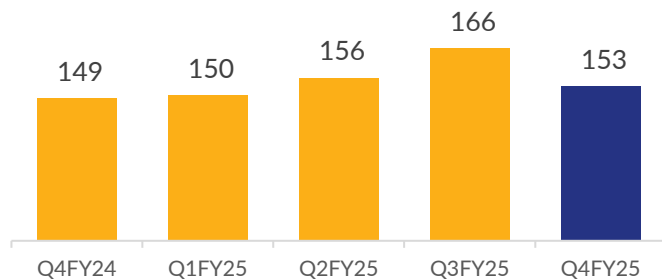
Revenue (₹ in Cr.)



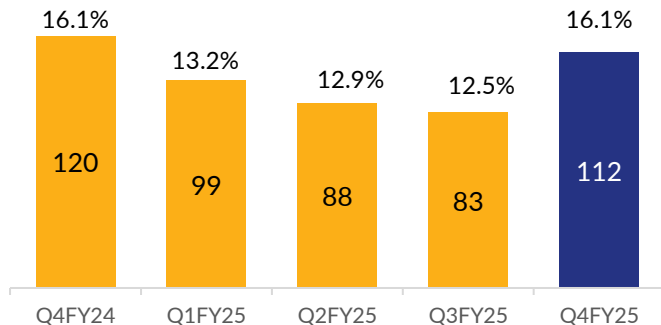
No. of Pairs sold (in Cr.)



Average Realization per pair (in ₹)

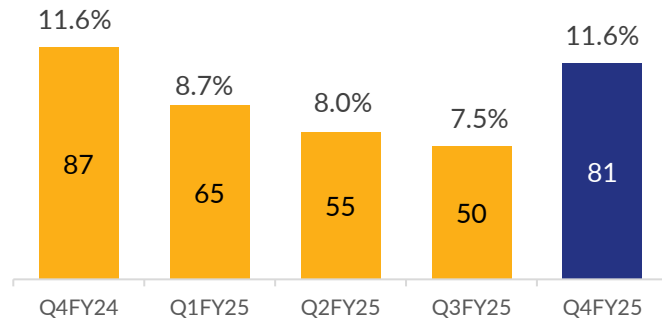


EBITDA (₹ in Cr.) & Margin (%)

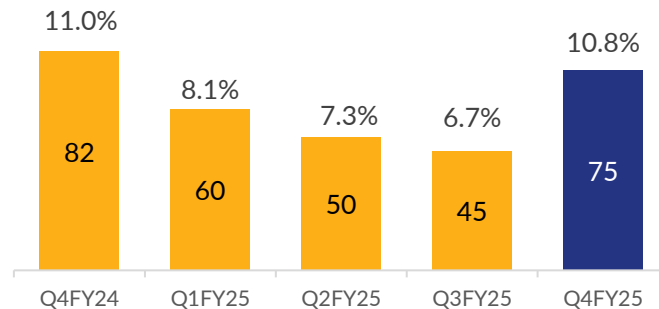


Quarterly Trend – Profit and Loss (2/2)

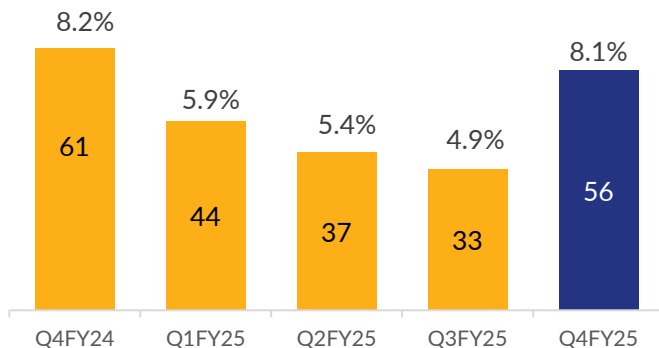
EBIT (₹ in Cr.) & Margin (%)



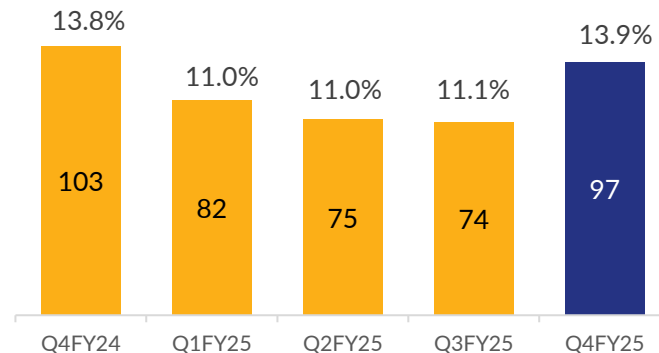
PBT (₹ in Cr.) & Margin (%)



PAT (₹ in Cr.) & Margin (%)



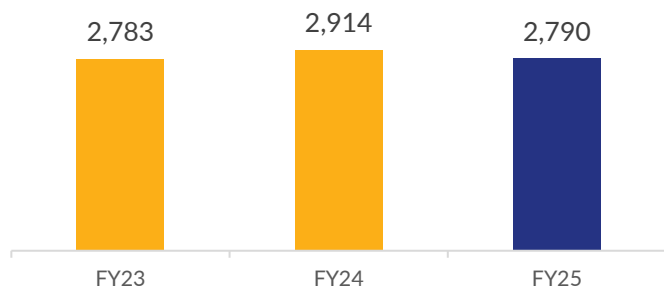
Cash PAT (₹ in Cr.) & Margin (%)



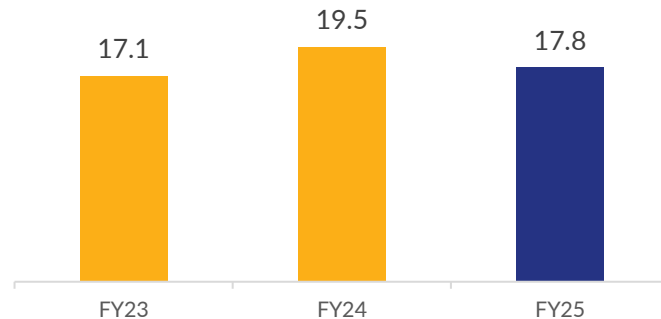
Annual Financial Highlights

Annual Financial Highlights – Profit and Loss (1/2)

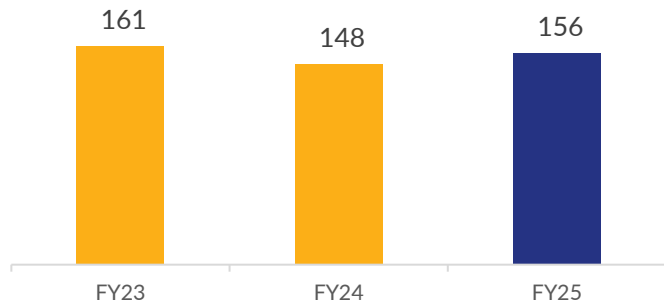
Revenue (₹ in Cr.)



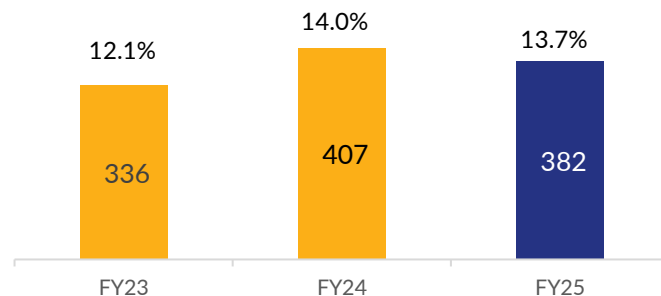
No. of Pairs sold (in Cr.)



Average Realization per pair (in ₹)

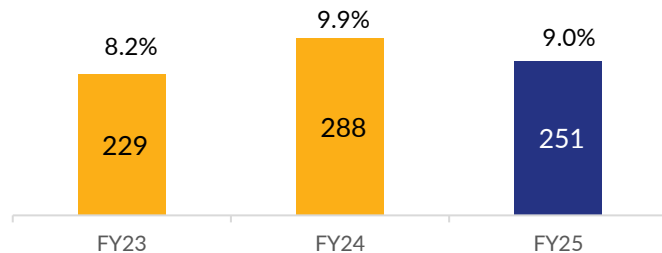


EBITDA (₹ in Cr.) & Margin (%)

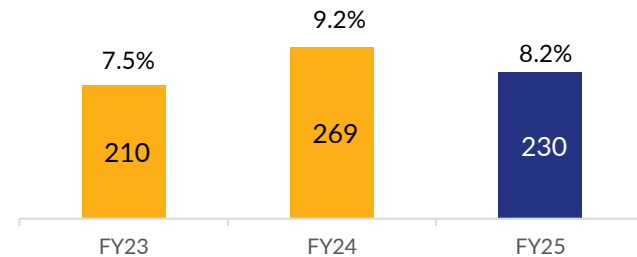


Annual Financial Highlights – Profit and Loss (2/2)

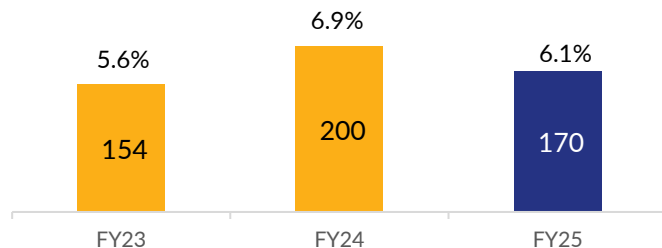
EBIT (₹ in Cr.) & Margin (%)



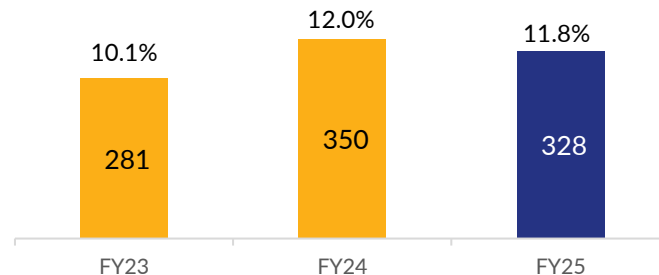
PBT (₹ in Cr.) & Margin (%)



PAT (₹ in Cr.) & Margin (%)



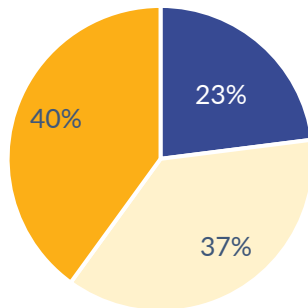
Cash PAT (₹ in Cr.) & Margin (%)



Annual Financial Highlights – FY25 Revenue Mix

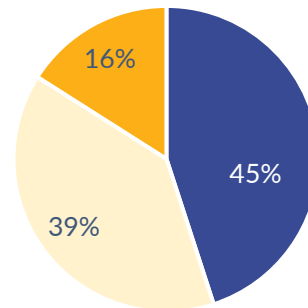
Brand-Wise Revenue Mix

■ Hawai ■ Flite ■ Sparx



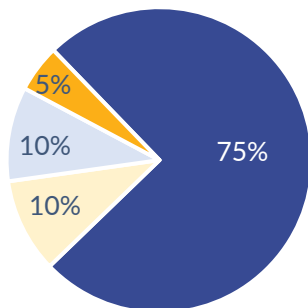
Brand-Wise Volume Mix

■ Hawai ■ Flite ■ Sparx



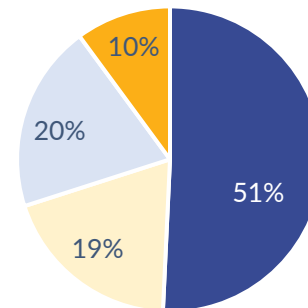
Channel-Wise Revenue Mix

■ General Trade ■ New Channel ■ Retail ■ Export



Region-Wise Revenue Mix *

■ North ■ East ■ West ■ South

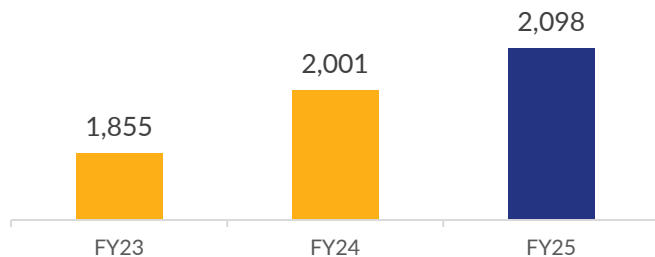


* For General Trade

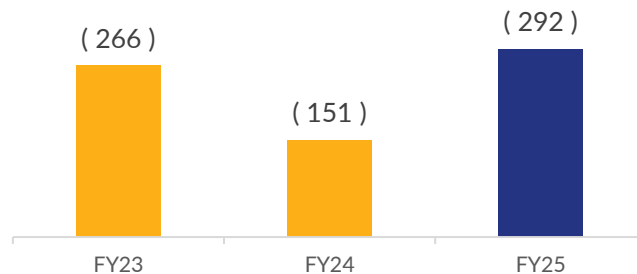
Annual Financial Highlights – Balance Sheet

(₹ in Cr.)

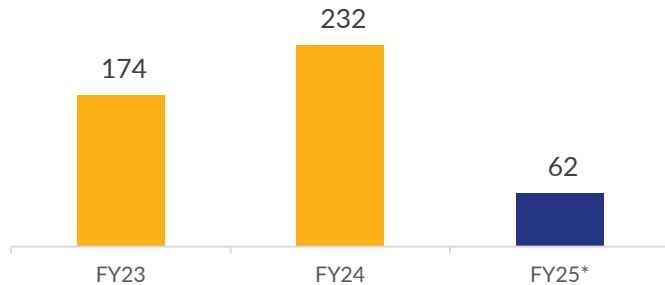
Net Worth



Net Debt

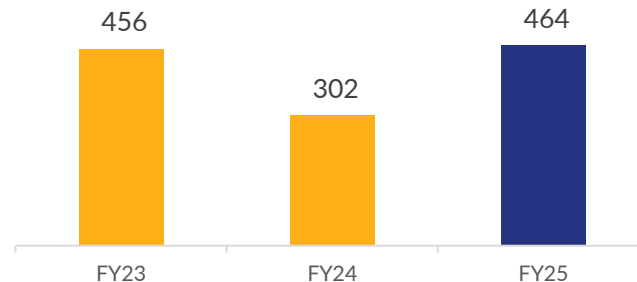


Capex



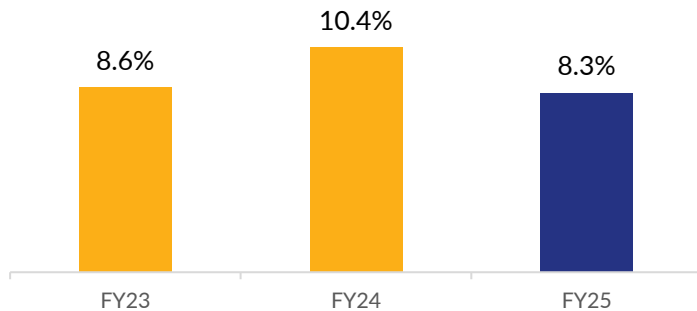
* Net of Subsidy

Cash Generated from Operations

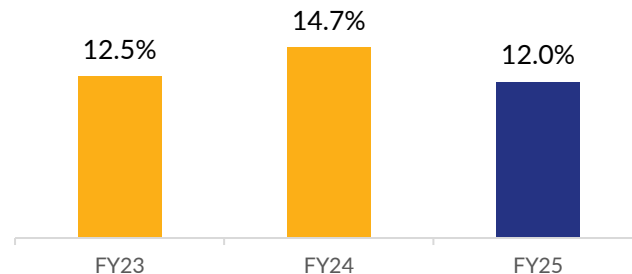


Annual Financial Highlights – Key Financial Ratios

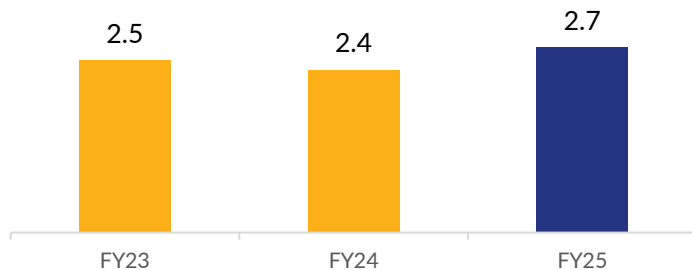
ROE (%)



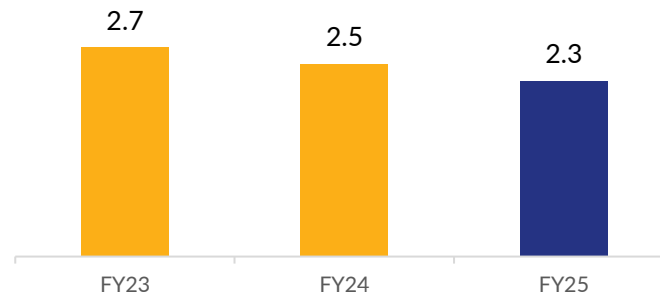
ROCE (%)



Current Ratio (x)



Fixed Asset Turnover Ratio (x)



Statement of Profit & Loss – Q4 & FY25

Particulars (₹ in Cr.)	Q4FY25	Q4FY24	Y-o-Y	Q3FY25	Q-o-Q	FY25	FY24	Y-o-Y
Revenue from Operations	695.15	747.21	(6.97%)	666.90	4.24%	2,789.61	2,914.06	(4.27%)
Other Income	8.09	5.06		6.80		26.96	28.86	
Total Income	703.24	752.27	(6.52%)	673.70	4.38%	2,816.57	2,942.92	(4.29%)
Cost of Materials Consumed, including Packing Material	217.56	293.38		227.08		1,037.83	1,156.74	
Purchases of Stock-in-Trade	27.79	27.16		26.20		105.57	85.10	
Changes in Inventories of Finished Goods, Stock-in-Trade and Work-in-Progress	68.01	(23.72)		32.81		5.53	(22.14)	
Employee Benefits Expense	88.78	99.91		96.00		400.55	389.10	
Other Expenses	180.96	230.13		201.42		858.13	898.67	
Total Operating Expenses	583.10	626.86		583.51		2,407.61	2,507.47	
EBITDA	112.05	120.35	(6.90%)	83.39	34.37%	382.00	406.59	(6.05%)
EBITDA Margin	16.12%	16.11%	1 bps	12.50%	362 bps	13.69%	13.95%	(26 bps)
Finance Costs	5.41	4.66		5.38		20.66	18.69	
Depreciation and Amortisation Expense	39.37	38.46		40.20		158.43	147.49	
Profit Before Tax (PBT)	75.36	82.29	(8.42%)	44.61	68.93%	229.87	269.27	(14.63%)
PBT Margin	10.84%	11.01%	(17 bps)	6.69%	415 bps	8.24%	9.24%	(100 bps)
Tax Expense	19.14	20.90		11.60		59.54	68.80	
Profit for the Period (PAT)	56.22	61.39	(8.42%)	33.01	70.31%	170.33	200.47	(15.03%)
PAT Margin	8.09%	8.22%	(13 bps)	4.95%	314 bps	6.11%	6.88%	(77 bps)
Basic EPS (₹)	2.26	2.46	(8.13%)	1.32	71.21%	6.84	8.05	(15.03%)

Balance Sheet

EQUITY AND LIABILITIES (₹ in Cr.)	FY25	FY24
Equity		
Equity Share Capital	24.89	24.89
Other Equity	2073.18	1,976.22
	2098.07	2,001.11
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
Lease Liabilities	168.58	150.43
Other Financial Liabilities	0.55	-
Provisions	21.13	19.18
Deferred Tax Liabilities (Net)	23.32	23.74
	213.58	193.35
Current Liabilities		
Financial Liabilities		
Borrowings	-	18.54
Lease Liabilities	43.94	36.00
Trade Payables		
Total Outstanding Dues	196.90	254.67
Other Financial Liabilities	80.23	99.07
Other Current Liabilities	77.53	67.75
Provisions	46.12	40.10
Current Tax Liabilities (Net)	6.10	3.32
	450.82	519.45
Total Equity and Liabilities	2,762.47	2,713.91

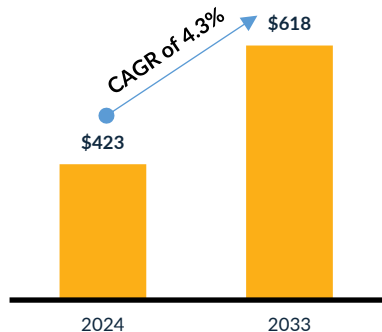
ASSETS (₹ in Cr.)	FY25	FY24
Non-Current Assets		
Property, Plant and Equipment	959.75	1,006.30
Capital Work-in-Progress	53.21	32.52
Intangible Assets	12.99	21.95
Intangible Assets under Development	0.68	0.75
Right-of-Use Assets	371.48	342.85
Financial Assets		
Investments	73.87	24.79
Loans	0.08	0.13
Other Financial Assets	21.00	20.71
Other Non-Current Assets	34.81	17.52
	1,527.87	1,467.52
Current Assets		
Inventories	557.59	598.80
Financial Assets		
Investments	269.14	82.87
Trade Receivables	312.05	357.74
Cash and Cash Equivalents	22.37	40.35
Bank Balances other than Cash and Cash Equivalents	19.69	57.35
Loans	0.45	0.54
Other Financial Assets	2.78	2.00
Other Current Assets	50.53	106.74
	1,234.60	1,246.39
Total Assets	2,762.47	2,713.91

Industry Overview

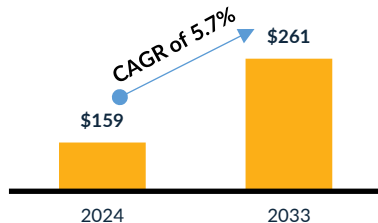
Attractive dynamics of the Indian footwear industry

Indian Footwear Market is expected to grow at much faster pace as compared to Asia Pacific & Global Footwear Market

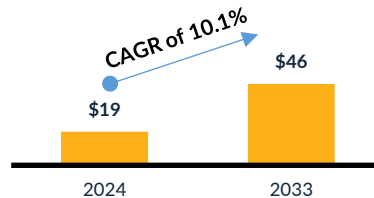
Global Footwear Market Size
(In US\$ billion)



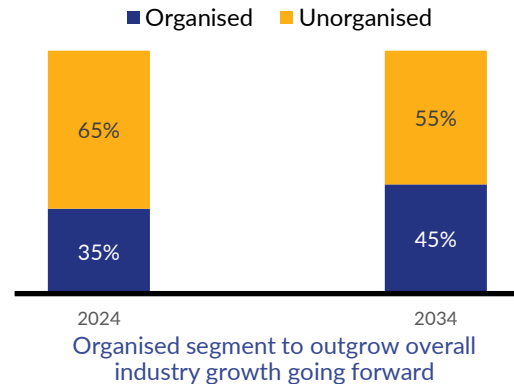
Asia-Pacific Footwear Market
(In US\$ billion)



Indian Footwear Market Size
(In US\$ billion)



Improving share of Organised footwear market – India

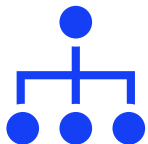


Emerging Trends in the Indian footwear industry

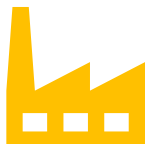
- Increasing Demand for Sport Shoes – Customers prioritizing Health & Wellness, shifting focus towards specially designed shoes providing comfort, durability, & specific features for different sports
- Digital Transformation – Online shopping, virtual try-ons, Investments in R&D on new technologies, Smart shoes, and AI-powered personalization are reshaping customer experiences
- Millennial Consumer Choices – Trends like personal style and self-expression highly affect demand
- Sustainability and Eco-Friendly Materials – Consumers prefer footwear made from recycled and sustainable materials

Key Strengths

Key Strengths



**Diversified Product
Portfolio**



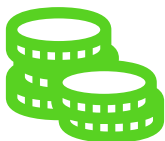
**Manufacturing
Excellence**



**Wide Distribution
Network**



Product Innovation



**Financial Resilience
with Strong Credit
Profile**

ICRA AA (Long Term)
A1+ (Short Term)



**Distinguished Board
and Management
Team**



**Evolving
Macroeconomic
Industry Growth drivers**



**Strong Corporate
Governance**

Annexures

Awards and Accolades



India's Retail Champions
Awards
(Category - Footwear) 2025



1st Place for Excellent Export
Performance (Non-Leather
Footwear) 2023-2024



Best Supply Chain Reach
Strategy
ISCM Supply Chain Ranking
2024



Prithvi Awards 2024
Recognition to
Sustainability Icons



Northern Region Export
Excellence Award
2023



Ministry of Commerce and Industry
Government of India

Status of Three Star
Export House
2023



2nd Place for Excellent
Manufacturing & Export
Performance 2022-2023



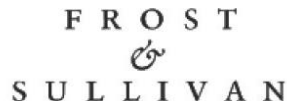
Amongst India's
Top 500 Companies
2021



India's Top 500
Company - 2021
Rank 444



India's Most Valuable
Company-2019
Rank 220



India Manufacturing
Excellence Awards
2019



India's Top Mid Size
Company-2019
Rank 11

Being a Good Corporate Citizen

Parivartan - Model School Project - Developing Govt schools in Haridwar into model schools by providing appropriate infrastructure facilities, developing soft skills, and capacity building for teachers in 104 schools, benefitting approx. 10,000 students

Skill Development - Supporting youth from remote areas in Customer Support Associate and Front Desk Executive course

Health

Nayan - Avoidable Blindness Project - Providing advanced eye care facilities to residents of 194 villages in the Tijara block of Khairthal district, Rajasthan

Mobile Health Unit Project - A community healthcare initiative that provides free diagnosis, medicines, medical tests, ANC & PNC services, and health-related awareness sessions in 11 villages of the Bhiwadi area in Rajasthan

Environment

Water Conservation Project - Constructing and renovating 5 water holding structures with a cumulative holding capacity of 83,000 cubic meters in a single filling

Plantation Drive – in Bhiwadi, Rajasthan



Project Parivartan



Bal Mantri Mandal



Mobile Health Unit Project



Project Nayan



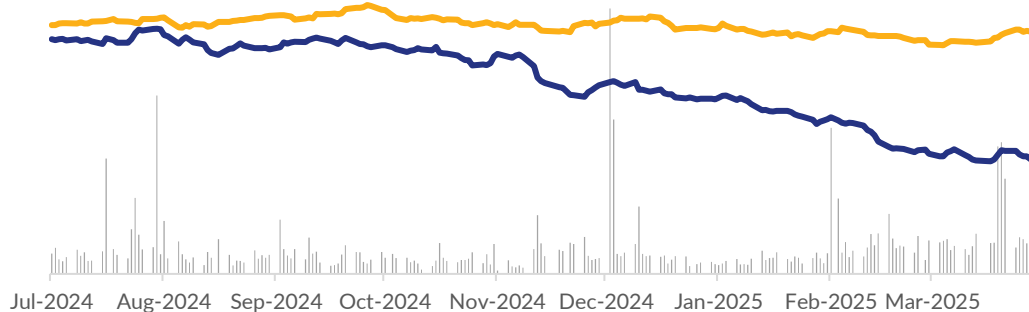
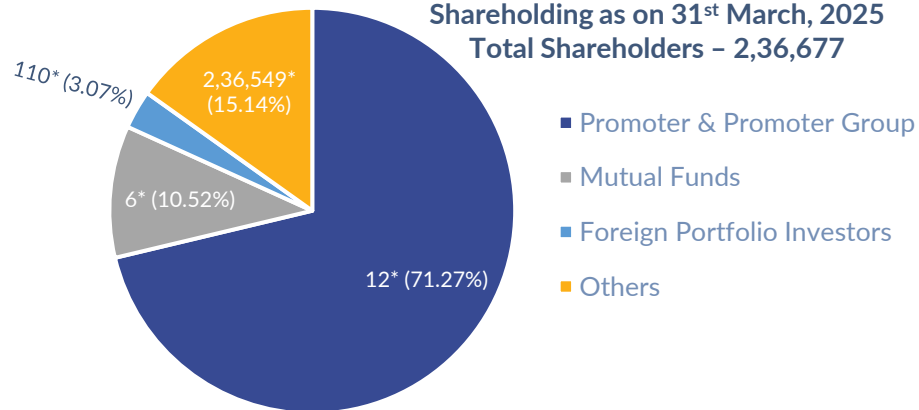
Plantation Drive



Water Conservation Project

Shareholding Pattern

Shareholding as on 31st March, 2025
Total Shareholders – 2,36,677



Shareholder Information as on
31st March 2025

BSE Ticker	530517
NSE Ticker	RELAXO
Market Cap (₹ in Cr)	10,131
% Free- float	28.73%
Shares Outstanding (in Cr)	24.89
3M ADTV (Shares)	1,34,582
Enterprise Value (₹ in Cr)	10,108
52 Week High (₹)	888.20
52 Week Low (₹)	395.70
52 Week ADTV (₹ in Cr)	7.2

Thank You