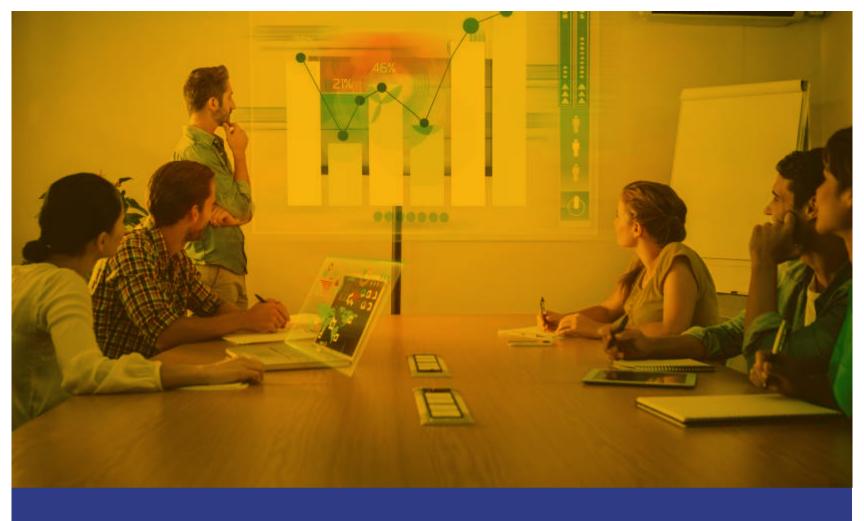


**ANNUAL REPORT 2017-18** 

**RELAXO FOOTWEARS LIMITED** 



# BUILDING THE ROAD TO FUTURE

An organization that builds itself on passion, perseverance and performance has the ability to with stand time.

Over the last four decades, Relaxo has etched a distinctive name for itself, delivering unwavering quality, uncompromising value, myriad choices and a sense of pride to its consumers and stakeholders alike.

As a new phase unfolds, the company gets future ready to reach newer summits, standing on sound performance.

## **CORPORATE INFORMATION**

#### **BOARD OF DIRECTORS**

Ramesh Kumar Dua Managing Director Mukand Lal Dua Whole time Director Nikhil Dua Whole time Director Deval Ganguly Whole time Director Vivek Kumar Independent Director Pankaj Shrimali Independent Director Kuruvila Kuriakose Independent Director Deepa Verma Independent Director

## **CHIEF FINANCIAL OFFICER**

Sushil Batra

#### **COMPANY SECRETARY**

Vikas Kumar Tak

#### **AUDITORS**

B R Maheswari & Co. LLP. Chartered Accountants M-118, Connaught Circus, New Delhi - 110001

# **BANKERS**

State Bank of India HDFC Bank Standard Chartered Bank Kotak Mahindra Bank HSBC Bank

# **SHARE TRANSFER AGENTS**

M/s Karvy Computershare Private Limited Karvy Selenium Tower-B, Plot No. 31-32, Gachibowli Financial District, Hyderabad, Telangana - 500 032

## **REGISTERED OFFICE**

Aggarwal City Square, Plot No. 10, Manglam Place, District Centre, Sector 3, Rohini, Delhi – 110 085 CIN: L74899DL1984PLC019097

# WORKS

RFL-I & II 326-327, MIE, Bahadurgarh, Haryana RFL-III A-1130 & 1130 (A), RIICO Industrial Area, Phase-III, Bhiwadi, Rajasthan RFL-IV 30/3/2, Mooja Hasanpur, Tikri Border, Bahadurgarh, Haryana RFL-V 83-9<mark>2, SIDCUL Industria</mark>l Area BHEL, Haridwar, Uttarakhand RFL-VI 34<mark>2-343, Footwear Pa</mark>rk, Industrial Estate, Sector 17, Bahadurgarh, Haryana RFL-VII 328-329, MIE, Bahadurgarh, Haryana RFL-VIII 37, Sector 4B, Bahadurgarh, Haryana

# CONTENTS

| From MD's Desk  | 2  |
|---|----|
|   |    |
| Financial Highlights  |    |
|   | 8  |
| Director's Report   | 9  |
|   |    |
| Corporate Governance Report   | 36 |
| Management Discussion & Analysis  | 44 |
|   | 44 |
| Business Responsibility Report  | 46 |
|   |    |
| Independent Auditor's Report  | 52 |
|   |    |
| Balance Sheet   | 56 |
|   |    |
| Statement of Profit and Loss  | 57 |
|   |    |
| Cash Flow Statement   | 58 |
| Notes Forming Part of Financial<br>Statements   | 63 |
|   | 62 |
| Company Info <mark>rmation and Sig</mark> nificant<br>Accounting P <mark>olicies</mark> | 76 |
|   | 76 |

# FROM THE MANAGING DIRECTOR'S DESK



Dear Stakeholders,

It gives me great pleasure to announce yet another year of healthy growth. FY18 was a crucial year for us as we re-emphasized on the growth agenda. We closed the fiscal year with increase in revenue by 19%, EBITDA by 31% and PAT by 34%. In FY18, your Company has shown strong growth on the key financial metrics for the year, despite the uncertain market scenario and increasing competition.

Your Company has continued its effort to adapt its product portfolio with evolving consumer needs and trends enabling an impressive growth in FY18. Structured market research has been the cornerstone of portfolio strategy – which has helped us to better understand customer's specific needs. Our focus on in-season launches with an optimal product portfolio has enabled us to deliver right product, at right price, at right time. New products are the key to sustain any growth story and our in-house design team has maintained a strong new product portfolio over the years. As a result, sales contribution from new product launches has grown across all brands – Relaxo, Flite, Sparx and Bahamas.

Your Company launched a strategic initiative to streamline the distribution network – especially in under-penetrated markets which have given us substantial incremental sales. This has laid the foundation for next wave of growth for Relaxo.

The implementation of GST has been one of the major structural tax reforms in recent times. I am pleased to inform that your Company was ready for GST roll-out with backend preparation before time which enabled a smooth transition to the new regime. Further, with the implementation of GST share of organised players is going to increase and your Company is favourably placed in this scenario.

Your Company has achieved the landmark target of opening 300th exclusive retail outlet. During the year, Company has opened 8 franchise outlets (FOFO) in eastern region on experimental basis. The initial response to this concept is encouraging. A special focus has been

given to inventory management at retail stores, resulting in reduced carrying cost.

In order to support sustainable and profitable growth, your Company took steps towards manufacturing excellence across all production units. The program aimed at improving productivity and optimizing manufacturing costs with the help of world class concepts like Maynard Operation Sequence Technique (MOST), yield improvement, etc. in all plants with the help of renowned consulting firms. With these initiatives, we have been successful in optimizing manufacturing efficiency and costs.

Trust in the brand is essential for its growth and we have been investing heavily to ensure this objective is met. Shahid Kapoor & Shruti Haasan have been engaged as brand ambassadors for Flite, while Salman Khan and Akshay Kumar continue to endorse Bahamas and Sparx brands, respectively.

We believe modern trade and e-commerce will continue to be the growth engines of the future and we are well placed to capitalise on it. Your Company has partnered with all major e-commerce companies for sale of its products to the emerging online consumers.

We value our employees and have been strengthening our bond with them through various initiatives such as reward & recognition, training and ESOP plans. During the year, a second phase of ESOP plan was introduced encompassing more employees in its ambit.

I would like to thank all our stakeholders - customers, business partners, Board of Directors, bankers and all our employees for their valuable support and belief in the Company.

With Best Regards,

Ramesh Kuma<mark>r Dua</mark> Managing Director

# PERFORMANCE THAT SPEAKS

Over the years Relaxo has grown, building on its strengths and strengthening its equity, net worth and value. As performance glides up, Relaxo continues putting vision to work by boosting its DNA and adding more brands to its portfolio.

# 1995

IPO, to set up a plant in Haryana

Revenue: ₹3,817 lacs

1976

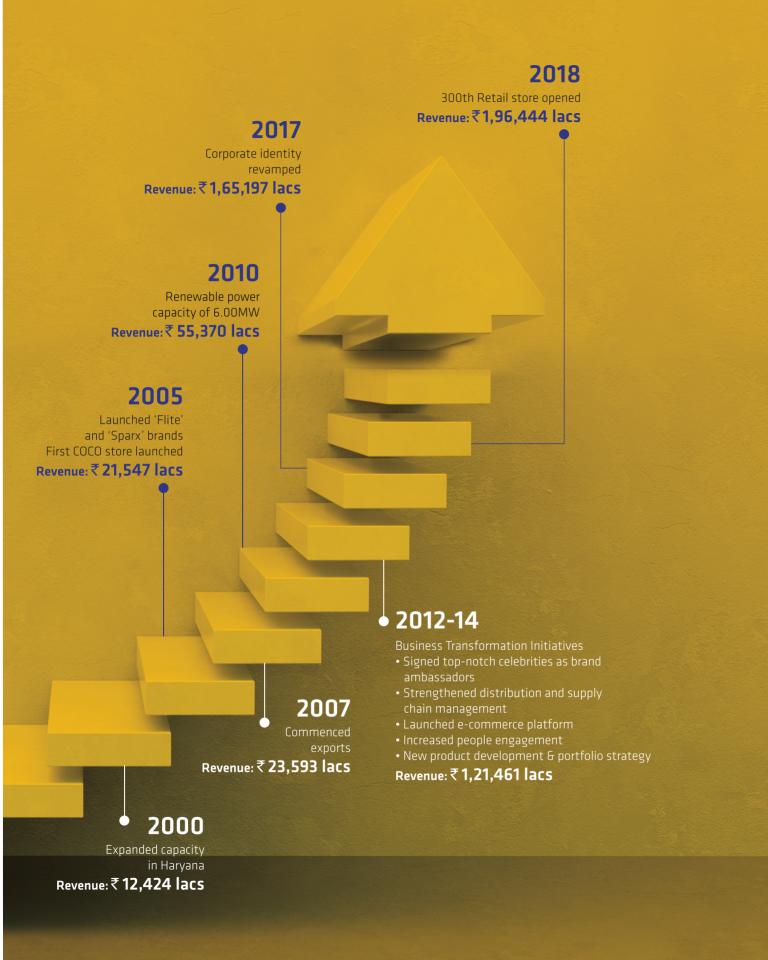
Launched Relaxo brand

Revenue: ₹12 lacs

1984

Relaxo Footwears Limited was incorporated

Revenue: ₹178 lacs



# BRANDS THAT ARE LOVED

The art of staying relevant lies in the art of being adaptive to changing times. And in tune with this philosophy, Relaxo has surely and steadily built its brands, with each one of them promising and delivering on their promise. All of our brands are carefully crafted in sync with the ever-changing, ever-evolving footwear demands of the nation.



Through the changing times, Relaxo has been able to maintain solidarity with its consumer base of Hawaii slippers. Positioned at the core of footwear demand, Relaxo Hawaii has reached the length and breadth of the nation making it a household name that is synonymous with durability and comfort.

Flite is an immensely popular name in the world of everyday and semi-formal category of footwear. Be it indoor or outdoor, Flite always fulfills your requirement. Available in multiple designs and vibrant colours, it is a value for money brand for both men and women who love to take style and comfort in their stride.





The youth is not a segment anymore. It is a cluster of radical, fast moving souls. And now the ever-evolving taste of young India meets a kindred brand. Relax, chill, holidays, sun, sand and perpetual fun are often the words that make their way to your mind once you slip into a pair of Bahamas. And this is something even the brand ambassador of Bahamas, 'The Bhaijaan of Bollywood' - Salman Khan concurs. Bahamas is colourful, vibrant, stylish and exudes the peppy sentiment of young India.

To make change a part of life, one must thrive for it. In the footwear category, there exists a segment that craves for adrenaline rush. To match their energy and enthusiasm, we present to them - SPARX, a range of sports and casual footwear which cater to the needs of sportsmen, fitness enthusiasts and other adrenaline lovers. Which is why, just like its users, it stops at nothing. With a pair of Sparx on, no challenge is insurmountable and no odds are too high.





On the young shoulders of students rest the future of our nation. They are the agents of great change. And they need a pair of shoes that understands them well. Schoolmate is that brand. Schoolmate is a range of comfortable and durable school shoes for boys and girls, and is designed to meet the ever-growing demands of those young feet.

Imagine trotting around in a pair of shoes that makes a prominent statement about your impeccable taste and classy style. Well, we have a word for such imagination – BOSTON. It is an exclusive range of shoes for men who stay abreast with the changing times. Crafted to perfection, BOSTON is best-in-class in its segment. To match your fashion, it is available in different styles and looks.





Just like time, fashion is fleeting. Gently gliding away to make way for new trends. But Ladies! You need to glide along. So, when comfort is paramount and style can't be taken for granted, here is a name to count on - Mary Jane. It is designed to exude style without putting your tender feet under any stress. Mary Jane is made of best materials that are gentle to your feet and high on comfort.

Kids grow as fast as style changes its gears. So here is a range for those happy and restless feet. KIDS FUN is a range of cool, colourful footwear that the next-gen kids fall in love with. Buy one for your kid, the foundation of the future, and make him stand out of the crowd.





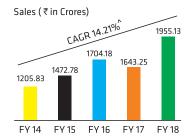
Don't fall back with changing times. Be a part of it. Just be yourself by slipping into a pair of comfy yet stylish pair of Casualz. High on quality and in sync with ever-changing style quotient, Casualz is available in multiple style and shades. So,now your style won't take a break even if you are on one.

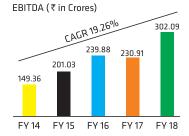
# FINANCIAL HIGHLIGHTS

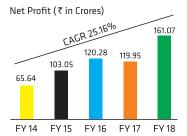
| Particulars                                | 2017-2018 | 2016-2017 | 2015-2016 | 2014-2015 | 2013-2014 |
|--|-----------|-----------|-----------|-----------|-----------|
| No. of Pairs sold (in Crores)              | 15.74     | 13.46     | 13.55     | 12.28     | 10.78     |
| Sales                                      | 1955.13   | 1643.25   | 1704.18   | 1472.78   | 1205.83   |
| Revenue from Operations                    | 1964.44   | 1651.97   | 1711.81   | 1481.21   | 1214.61   |
| EBITDA                                     | 302.09    | 230.91    | 239.88    | 201.03    | 149.36    |
| Finance Costs                              | 8.59      | 15.03     | 22.89     | 18.48     | 22.66     |
| Depreciation and Amortisation Expense      | 54.34     | 51.46     | 47.12     | 39.90     | 31.16     |
| Tax Expense                                | 82.55     | 58.08     | 57.31     | 39.60     | 29.90     |
| Net Profit before OCI                      | 161.07    | 119.95    | 120.28    | 103.05    | 65.64     |
| Equity Share Capital                       | 12.03     | 12.01     | 12.00     | 6.00      | 6.00      |
| Net Worth                                  | 761.21    | 606.37    | 479.98    | 367.82    | 276.56    |
| Net Fixed Assets (Tangible and Intangible) | 662.44    | 603.44    | 558.76    | 473.82    | 390.06    |
| Capital Employed                           | 886.56    | 738.20    | 682.58    | 641.49    | 506.83    |
| Capital Expenditure                        | 112.85    | 96.31     | 129.56    | 120.09    | 68.86     |
| Growth in Sales(%)                         | 18.98     | * 1.58    | 15.71     | 22.14     | 20.00     |
| EBITDA (%)                                 | 15.38     | 13.98     | 14.01     | 13.65     | 12.39     |
| Face Value per Share (in ₹)                | 1.00      | 1.00      | 1.00      | 1.00      | 1.00      |
| EPS - Basic (in ₹)                         | 13.40     | 9.99      | 10.02     | 17.17     | 10.94     |
| EPS - Diluted (in ₹)                       | 13.38     | 9.98      | 10.00     | 17.15     | 10.94     |
| Dividend(%)                                | 150       | 100       | 60        | 100       | 50        |
| Book Value per share (in ₹)                | 63.25     | 50.48     | 39.99     | 61.30     | 46.09     |
| ROCE(%)                                    | 28.45     | 26.15     | 31.11     | 27.99     | 25.18     |
| Market Capitalisation (As on 31st March)   | 7727.91   | 5992.10   | 4369.45   | 3876.39   | 1768.38   |

The above Financial Highlights for 2016-17 and 2017-18 are based on Ind AS.

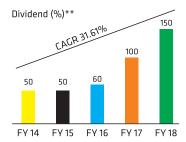
<sup>\*</sup>Growth in sales as per IGAAP.

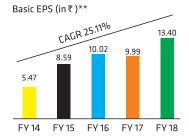


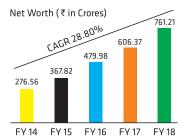




(₹ in Crores)







<sup>\*\*</sup>Adjusted

<sup>^</sup>As per IGAAP

# **DIRECTORS' REPORT**

Dear Members,

The Board of Directors of your Company take pleasure in presenting its report on the working of the Company for the Financial Year 2017-18.

1. FINANCIAL RESULTS (₹ in Crores)

| Particulars                                  | 2017-18 | 2016-17 |
|--|---------|---------|
| Revenue from Operations                      | 1964.44 | 1651.97 |
| EBITDA                                       | 302.09  | 230.91  |
| Other Income                                 | 4.46    | 13.61   |
| Less : Finance Costs                         | 8.59    | 15.03   |
| Less : Depreciation and Amortisation Expense | 54.34   | 51.46   |
| Profit before Tax                            | 243.62  | 178.03  |
| Less : Tax Expense                           | 82.55   | 58.08   |
| Profit after Tax                             | 161.07  | 119.95  |
| Other Comprehensive Income                   | (0.40)  | 2.29    |
| Balance brought forward from Previous year   | 12.81   | 9.24    |
| Amount available for Appropriation           | 173.48  | 131.48  |
| Appropriation:                               |         |         |
| Final Dividend *                             | 12.01   | 7.20    |
| Tax on Final Dividend *                      | 2.45    | 1.47    |
| Transfer to General Reserve                  | 125.00  | 110.00  |
| Balance carried to Balance Sheet             | 34.02   | 12.81   |
| EPS-Basic (in ₹)                             | 13.40   | 9.99    |
| EPS-Diluted (in ₹)                           | 13.38   | 9.98    |

<sup>\*</sup>Dividend Distributed during the year.

The Ind (AS) provisions were applicable on the Company w.e.f. 01.04.2017, therefore the Financial statements for FY18 and corresponding previous year were prepared as per Ind (AS).

#### 2. BUSINESS PERFORMANCE

The key highlights of the Company's financial performance during the Financial Year 2017-18 are given here below:-

- Revenue from operations increased by 18.91% to ₹ 1964.44
   Crores from ₹ 1651.97 Crores in the last Financial Year.
- EBITDA increased by 30.82% to ₹ 302.09 Crores; with EBITDA margin increased by 140 bps to 15.38%.
- Net Profit increased by 34.28% to ₹161.07 Crores from ₹119.95 Crores in the last Financial Year.
- Net Profit margins increased to 8.20%.
- Total retail outlets increased from 270 to 302 during the Financial Year.

#### 3. PERFORMANCE OVERVIEW

# (A) FINANCIALS

Your Company has been able to show strong growth on the key financial metrics for the year, despite the market scenario being uncertain and increasing competition in the year. Management believes that your Company will continue its journey of profitable growth driven by the strong fundamentals of operating model, overwhelming desire to serve customers & end consumer, streamline of indirect tax laws by introduction of GST and continued focus on the long term business plan.

# Revenue ₹ 1964.44 Cr. Growth 18.91%



- · Unending focus on consumer needs and quality.
- Getting capable channel partners & superior on ground execution
- Increased presence in new / emerging channels (modern trade, e-commerce).
- · Aggressive expansion in new/ under penetrated geographies.
- Continued expansion in owned retail footprint.

# EBITDA ₹ 302.09 Cr. Growth 30.82% Margin 15.38%



- · Robust cost control with margin improvement initiatives
- Manufacturing excellence and quality improvement
- Implementation of value creation projects to aid bottom line improvement.
- · Regular disposal of aged inventory.

PAT ₹ 161.07Cr. Growth 34.28% Margin 8.20%



- EBITDA growth driving PAT growth for the Company.
- Control over administrative and operative expenses

#### (B) NON-FINANCIALS - GROWTH ACROSS THE VALUE CHAIN

#### Consumer focus / Product Innovation

Your Company continued its relentless efforts to understand the consumer and has designed its portfolio in line with their changing tastes. Structured market research approach along with regular market sensing exercises have kept your Company abreast with consumer needs across different regional, economic and demographic strata. Our focus on in-season launches with an optimal product portfolio has enabled us to deliver right product, at right price, at right time.

#### Distribution architecture and footprint expansion

Your Company launched a strategic initiative to streamline the distribution network-especially in underpenetrated markets which have given us substantial incremental sales. This has laid the foundation for next wave of growth for Relaxo.

Your Company also moved away from a category led sales to a geography led sales organization structure. This allowed us to offer the full breadth of our brands to our distributor partners and providing scale in their business. The organization restructuring was carried out in a quick but streamlined manner without any market level disruptions and losing key talent.

Your Company has continued its effort to adapt its product portfolio with evolving consumer needs and trends enabling its impressive growth in FY18. Structured market research has been the corner stone of this portfolio strategy – it has helped us to better understand the customer's typical usage occasions, key purchase drivers and identify any evolving opportunity spaces for our portfolio. All this has been achieved within the guardrails of Relaxo's overall strategy of an "optimal sized" product portfolio with high quality products.

New products are the key to sustain any growth story and our in-house design team has supported us to maintain a strong new product portfolio over the years. As a result, sales contribution from new product launches has continued to grow in FY18, across all brands – Relaxo, Flite, Sparx and Bahamas.

In parallel, your Company has continued to invest extensively in its brands with an aim to reinforce trust, drive consumer recall and sustain demand pull for our brands.

- Acclaimed celebrities such as Salman Khan and Akshay Kumar continue to be brand ambassadors for Bahamas and Sparx respectively while Shahid Kapoor & Shruti Haasan have been engaged afresh for Flite.
- Digital marketing: With an objective to connect with the younger generation, your Company has enhanced its digital marketing strategy to stimulate consumers throughout the entire purchase cycle. Widening the range of digital marketing activities, we aim to (a) Enhance product exposure via greater social media campaigns, (b) Influence consumer purchase via advocacy marketing and (c) Build consideration via advertising on e-commerce portals.

#### E-commerce

Increasing smartphone penetration in the country coupled with evolving shopping habits of the consumer, who looks for ease and convenience, has resulted in rapid growth of e-commerce channels. Your Company has partnered with all major e-commerce companies for sales of its products to the emerging online consumers and has posted a decent growth in FY18. While the Indian market continues to be our focus, your Company made considerable efforts to strengthen operations in international markets, with a specific focus on Middle East, Africa and Oceania. Your Company has opened branch office in Dubai to be nearer to customer. Given a strong brand recall and a widespread Indian diaspora, your Company is well positioned to capitalize on growth from these regions.

#### Retail

In FY18, your Company has achieved landmark target of opening 300<sup>th</sup> exclusive retail outlet. Retail continues to be instrumental in increasing brand visibility and range of products. During the year, Company has opened 8 Franchise outlets (FOFO) in eastern region on experimental basis. The initial response to this concept is encouraging.

In order to maintain optimum inventory level, retail division has focussed on store to store rotation of stock and on liquidation of aged inventory, resulting in reducing inventory days.

#### **Procurement**

Vendor Portal was launched for online registration of new vendors to improve vendors base besides facilitating existing vendors to upgrade their profiles, new products offering etc.

During the year, audit was carried out on main vendors for assessment of their infrastructure and quality control systems maintained by them. This helped in making them more aware about our expectations about quality in supplies. This initiative helped in rationalizing and improving vendor portfolio.

During FY18, your Company not only focused on improving the quality of products but also in improving various packaging materials.

#### Manufacturing

Global competition is becoming a marathon race toward a new age of advanced and "smart" (lean, efficient, cost effective, flexible, robotics and Al based) manufacturing. Your Company took initiatives aimed at improving productivity and optimizing manufacturing costs by applying world class manufacturing concepts like Maynard Operation Sequence Technique (MOST), yield improvement etc. in all plants. We also continued 55 journey along with safety enhancement projects for better working environment.

#### **Technology**

FY18 was the year of technology advancement that has put us in the top of IT adoption and compliance graph helping the Company to leverage technology in achieving its business goals.

Your Company was ready for GST rollout with backend preparation before time, which helped in its smooth implementation. We initiated implementation of SAP HANA for retail operations which will help in improving and standardizing processes. Company updated its IT landscape / Applications by deploying ATP (Advance Threat Protection) solution for data security.

#### **ISO Certification**

Relaxo has been certified by British Standards Institute (BSI) for ISO 9001:2015 (Quality Management System), ISO 14001:2015 (Environmental Management System) & OHSAS 18001:2007 (Occupational Health & Safety Assessment Series) till June 2020. The Quality, Environmental and Safety Policy symbolizes the organization's commitment towards improving product and process quality, protecting mother nature and safeguarding the people working for and on behalf of the organization.

#### **People Focus**

HR function has taken following key initiatives in FY18:

- a) Recruitment: Your Company's sales and capabilities are growing at a rapid pace. We drove a series of initiatives to improve quality and speed in hiring sales team by introducing new recruiters and created bench strength for the function. Your Company has created a pool of future leaders by hiring management trainees from top B-Schools and engineering institutes. Several initiatives were taken for employer branding by communicating company philosophy & culture through social media and guest lectures in premium campuses.
- **b) Employee Stock Options Plan (ESOP)**: Second phase of RFL ESOP PLAN -2014 was launched during the year. The 2<sup>nd</sup> phase of ESOP Plan was introduced encompassing more employees in its ambit and accordingly options were granted to them during the year.
- c) Grievance Handling: Your Company has continued to spread awareness about the mechanism and facilities for grievance handling. We have a toll free helpdesk number and a dedicated email wherein the employees can report their grievances, which

- are thoroughly investigated and closed as per TAT (turn around time) defined in the policy.
- d) Training and Development: Your Company has continued to impart need based functional and behavioral trainings to employees during FY18.
- e) Employee Engagement: Your Company has focused on creating a congenial workplace & employee engagement by initiating family connect programs, skip level interaction sessions and health & wellness camps.

#### 4. MANAGEMENT DISCUSSION & ANALYSIS REPORT

The Management Discussion & Analysis Report forms an integral part of this Report and gives details of the overall industry structure, developments, performance and state of affairs of the Company's business, internal controls and their adequacy, risk management systems and other material development during the Financial Year.

#### 5. DIVIDEND

Board of Directors in their meeting held on 11<sup>th</sup> May, 2018 have recommended a final dividend of 150% i.e. ₹ 1.50 per equity share for the Financial Year ended 31<sup>st</sup> March, 2018. The Proposed Dividend is subject to the approval of shareholders at the Annual General Meeting to be held on 27<sup>th</sup> September, 2018.

#### 6. TRANSFER TO RESERVE

We propose to transfer Net Profit of  $\ref{thmoson}$  125.00 Crores to the General Reserve. An amount of  $\ref{thmoson}$  34.02 Crores is proposed to be retained in profit  $\ref{thmoson}$  loss account.

#### 7. PUBLIC DEPOSITS

Your Company has not invited or accepted any deposits within the meaning of Sections 73 & 74 of the Companies Act, 2013 read together with the Companies (Acceptance of Deposits) Rules, 2014 (including any statutory modification(s) or re-enactment(s) thereof for the time being in force) from public during the year under review.

#### 8. BUSINESS RESPONSIBILITY REPORT (BRR)

In Compliance with the provisions of Regulation 34(2)(f) of SEBI (LODR) Regulations, 2015 read with Circular No CIR/CFD/CMD/10/2015 dated November 4, 2015, your Company has prepared a BRR in the prescribed format for the Financial Year ended March 31, 2018, which forms an integral part of this report.

# 9. DISCLOSURE RELATING TO REMUNERATION OF DIRECTORS, KEY MANAGERIAL PERSONNEL & PARTICULARS OF EMPLOYEES

In accordance with Section 178 of the Companies Act, 2013 read with rules issued thereunder and SEBI laws, the Board of Directors at their meeting held on 10<sup>th</sup> May, 2014 formulated the Nomination & Remuneration Policy of your Company. The salient aspects covered in the Nomination and Remuneration Policy, covering the policy on appointment and remuneration of Directors and other matters have been outlined in the Corporate Governance Report which forms part of this report. The Nomination and Remuneration Policy is available on the website of the Company at the following link http://www.relaxofootwear.com/pdf/Nomination-and-remuneration-policy.pdf.

The information required under Section 197 of the Companies Act, 2013 read with Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 (including any statutory modification(s) or re-enactment(s) thereof for the time being in force)in respect of Directors / Employees of your Company is set out in **Annexure-A** to this report.

#### 10. DIRECTORS AND KEY MANAGERIAL PERSONNEL

During Financial Year 2017-18, Mr. Nikhil Dua was reappointed as Whole Time Director for a period of three years w.e.f. 1st October, 2017 by the shareholders in the Annual General Meeting held on 21st September, 2017.

Mr. Ramesh Kumar Dua, Managing Director and Mr. Mukand Lal Dua, Whole Time Director of the Company retire by rotation at the ensuing Annual General Meeting and being eligible, offered themselves for reappointment.

Your Directors recommend their re-appointment as the Directors of the Company.

Pursuant to the provisions of Sections 196,197, 198 and 203 read with Schedule V and other applicable provisions of the Companies Act, 2013 and on the recommendations of Nomination and Remuneration Committee and the Board of Directors, Mr. Ramesh Kumar Dua, whose term as Managing Director shall expire on 31.03.2019, is proposed to be re-appointed as a Managing Director of the Company for a period of 5 (five) years with effect from 01.04.2019 to 31.03.2024, and subject to retirement by rotation, on the terms and conditions including remuneration as set out in the explanatory statement annexed to the notice convening the ensuing AGM.

Pursuant to the provisions of Sections 196,197, 198 and 203 read with Schedule V and other applicable provisions of the Companies Act, 2013 and on the recommendations of Nomination and Remuneration Committee and the Board of Directors, Mr. Mukand Lal Dua, whose term as Whole Time Director shall expire on 31.03.2019, is proposed to be re-appointed as a Whole Time Director of the Company for a period of 5 (five) years with effect from 01.04.2019 to 31.03.2024, and subject to retirement by rotation, on the terms and conditions including remuneration as set out in the explanatory statement annexed to the notice convening the ensuing AGM. He is also going to attain age of 70 years during the proposed tenure.

Pursuant to the provisions of Sections 196,197, 198 and 203 read with Schedule V and other applicable provisions of the Companies Act, 2013 and on the recommendations of Nomination and Remuneration Committee and the Board of Directors, Mr. Deval Ganguly, whose term as Whole Time Director shall expire on 04.11.2018, is proposed to be reappointed as a Whole Time Director of the Company for a period of 3 (three) years with effect from 05.11.2018 to 04.11.2021, and subject to retirement by rotation, on the terms and conditions including remuneration as set out in the explanatory statement annexed to the notice convening the ensuing AGM.

The first term of Independent Directors Mr. Pankaj Shrimali, Mr. Vivek Kumar and Mr. Kuruvila Kuriakose shall expire on 31.03.2019. They have shown their interest to continue as Independent Directors for the next term of five years. On the recommendation of Nomination and Remuneration Committee and Board of Directors recommendation has been made to members for appointment of Mr. Pankaj Shrimali, Mr. Vivek Kumar and Mr. Kuruvila Kuriakose as Independent Directors of the Company for the next term of 5 (five) years with effect from 01.04.2019 to 31.03.2024 in the ensuing AGM.

A brief resume of the Directors proposed to be re-appointed, the nature of their expertise in specific functional areas, names of companies in which they have held Directorships, committee membership/s / chairmanship/s, their shareholding etc., are furnished in the explanatory statement to the notice of the ensuing AGM. The Board of Directors recommend their re-appointment at the ensuing AGM.

# ${\bf 11.\ ANNUAL\, EVALUATION\, OF\, BOARD'S\, PERFORMANCE}$

In terms of provisions of Companies Act, 2013 read with Rules issued thereunder and SEBI (LODR) Regulations 2015, the Board of Directors on recommendation of the Nomination and Remuneration Committee, have evaluated the effectiveness of the Board/Director(s) for the Financial Year 2017-18. Directors were evaluated on their contribution at Board / Committee meetings and guidance & support to the management outside Board / Committee meetings. During the year Company engaged renowned consultants to reset the parameters for performance evaluation of Board, Director(s) and Committees which helped in setting the guidelines for evaluation.

The Board's functioning was evaluated on various aspects, including inter alia degree of fulfillment of key responsibilities, Board structure and composition, role and accountability, management oversight, risk management, culture and communication, frequency and effectiveness of meetings.

The committees of the Board were assessed on the basis of degree of fulfillment of key responsibilities, adequacy of committee composition and effectiveness of meetings. The Chairman appointed for the Board meetings was also evaluated by all the Directors on the basis of managing relations, leadership, competence and diligence.

The Independent Directors performance evaluation was carried out by the entire Board, excluding the Director being evaluated. The performance evaluation of the Chairman and the Non Independent Directors was carried out by the Independent Directors who also reviewed the performance of the Board as a whole.

#### 12. NUMBER OF MEETINGS OF THE BOARD

The Board met five times during the Financial Year, the details of which are given in the Corporate Governance Report that forms part of this Annual Report. The intervening gap between any two consecutive meetings was within the period prescribed by the Companies Act, 2013, SEBI (LODR) Regulations, 2015 and Secretarial Standard-1 (SS-1).

#### 13. DECLARATION BY INDEPENDENT DIRECTORS

The Company has received necessary declaration from each Independent Director under Section 149(7) of the Companies Act, 2013 that he/she meets the criteria of independence laid down in Section 149(6) of the Companies Act, 2013.

#### 14. TRAINING OF INDEPENDENT DIRECTORS

The Company makes presentation to the new Independent Directors about the strategy, operations, plants, products, organization structure, finance, human resource and facilities. During the year, Company had arranged presentations for the Independent Directors, on business operating plans, capital expenditure plans, HR policies, retail business, GST, Ind (AS), merger laws and compliance process.

Further at the time of appointment of an Independent Director, the Company issued a formal letter of appointment outlining his / her role function, duties & responsibilities as an Independent Director. The format of the letter of appointment is available on our website http://www.relaxofootwear.com/terms-conditions.aspx.

#### 15. DIRECTOR'S RESPONSIBILITY STATEMENT

Pursuant to Section 134 of the Companies Act, 2013 with regard to Director's Responsibility Statement, it is hereby confirmed that:

- a) In the preparation of the annual accounts for the year ended March 31, 2018, the applicable accounting standards read with requirements set out under Schedule III to the Act, have been followed and there are no material departures from the same;
- the Directors have selected such accounting policies and applied them consistently and made judgements and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company as at March 31, 2018 and of the profit of the Company for the year ended on that date;
- the Directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- d) the Directors have prepared the annual accounts on a 'going concern' basis;
- e) the Directors have laid down Internal Financial Controls to be followed by the Company and that such Internal Financial Controls are adequate and are operating effectively; and

the Directors have devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems are adequate and operating effectively.

#### 16. AUDITORS

The Statutory Auditors of the Company M/s B R Maheswari & Co LLP, Chartered Accountants were appointed during the year for a period of five years and will hold office till 38th Annual General Meeting subject to Section 139 and other applicable provisions of Companies Act, 2013 to be held in year 2022 subject to the annual ratification by members, if required at every Annual General Meeting.

The Ministry of Corporate Affairs vide its Notification dated 7th May, 2018, dispensed with the requirement of ratification of appointment of Statutory Auditors at every AGM. Accordingly, the proposal for ratification of appointment of Statutory Auditors is not forming part of the Notice convening ensuing Annual General Meeting of the Company.

#### 17. AUDITORS' REPORT

The Auditor's Report for the financial year ended 31st March, 2018 does not contain any qualification, reservation or adverse remarks. The observation of the Auditors on the Accounts for the year under report have been suitably explained in the Notes to Accounts and do not require any further clarification.

#### 18. SECRETARIAL AUDITOR

Pursuant to the provisions of Section- 204 of the Companies Act, 2013 read with Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, (including any statutory modifications(s) or re-enactment(s) thereof for the time being in force) your Company appointed M/s Vivek Arora, Company Secretaries, to conduct the Secretarial Audit of the Company for the Financial Year 2017-18. The Secretarial Audit Report for the Financial Year 2017-18 forms part of the Annual Report as **Annexure-B** to this Report.

# 19. ANNUAL RETURN

The details forming part of the extract of the Annual Return in form MGT-9 in accordance with Section 92(3) of the Companies Act, 2013 read with the Companies (Management and Administration) Rules, 2014, are set out herewith as **Annexure-C** to this report.

## 20. CONTRACTS AND ARRANGEMENTS WITH RELATED PARTIES

All Contracts / arrangements / transactions entered by the Company during the Financial Year with related parties were in the ordinary course of the business and on the arm's length basis and were in compliance with the applicable provisions of the Companies Act, 2013 ('the Act') and SEBI (LODR) Regulations, 2015. During the year, the Company had not entered into any contract / arrangement / transaction with related parties which could be considered material in accordance with the policy of the Company on materiality of Related Party Transactions that would have required Shareholders approval under Regulation 23 of SEBI (LODR) Regulations, 2015.

The policy on materiality of related party transactions and dealing with related party transactions as approved by the Board may be accessed on the Company's website at the link http://www.relaxofootwear.com/pdf/Policy-for-Transactions-with-related-Parties.pdf.

Your Directors draw attention of the members to Note No. 47 to the Financial Statements which sets out related party disclosures.

The form AOC-2 pursuant to section 134(3)(h) of the Companies Act, 2013 read with Rule 8(2) of the Companies (Accounts) Rules, 2014 (including any statutory modification(s) or re-enactment(s) thereof for the time being in force) is set out as **Annexure-D** to this Report.

#### 21. MERGERS AND AMALGAMATIONS

Your Company had filed a petition with National Company Law Tribunal (NCLT) Delhi for amalgamation of M/s Marvel Polymers Private Limited and M/s Relaxo Rubber Private Limited with your Company along with its shareholders and creditors. During FY18, your Company has obtained necessary approvals from stock exchanges NSE & BSE.

#### 22. DETAILS OF LOANS, GUARANTEES & INVESTMENTS

The details of loans, guarantees and investments under Section 186 of the Companies Act, 2013 read with Companies (Meeting of Board and its Powers) Rules, 2014 are as follows:-

- a) Details of investments made by the Company as on 31<sup>st</sup> March, 2018 (including investments made in previous years).
  - (i) Investment in equity shares : ₹ 20.00 Lacs(ii) Investment in debt instruments : ₹ 50.00 Lacs
- b) Details of loans given by the Company : Nil
- c) There are no guarantees issued by your Company in accordance with Section 186 of the Companies Act, 2013 read with the Rules issued thereunder.

#### 23. RISK MANAGEMENT

Your Company recognizes that risk is an integral part of business and is committed to managing the risks in a proactive and efficient manner. The Company has adopted a Risk Management Policy which establishes various levels of accountability within the Company. The policy also ensures effective risk management systems to carry out risk assessment and also to document risk mitigation plans. In addition, all the key risks get continuously deliberated and discussed during business review meetings. Company has taken many initiatives to further strengthen the GRC framework at Relaxo which includes automation of compliance monitoring, litigation management and documentation of Delegation of Authority (Operational / Financial). The Company has benn taking necessary steps to mitigate foreseeable business risks. The Company has laid down procedures to inform the Audit Committee as well as the Board of Directors about risk assessment & management procedure and status. Business risk evaluation and management is an ongoing and continuous process within the Company.

# 24. CORPORATE SOCIAL RESPONSIBILITY (CSR)

Your Company believe that the collective development of all the stakeholders especially the people at the bottom of the pyramid is prerequisite for the sustainability & the holistic development of the business.

The CSR Vision of your Company is to ensure sustained human development of the most deprived communities by involving them & leveraging Company's strength in need-based, result-oriented, and sustainable projects.

Your Company has decided to work under two thrust areas, 'Education & Skill development' and 'Health & Hygiene', primarily with the underprivileged communities living in the vicinity of Relaxo locations. However, being one of the most popular household brand Relaxo has presence across India therefore, your Company intends to work beyond these geographical boundaries.

Presently, Relaxo Foundation is running six projects in four different locations. During the reporting period, the activities of the Foundation have directly impacted more than **20,000 individuals**. However, the indirect reach has been much more.

The rationale and strategy under both thrust areas are mentioned below-

#### a) Education & Skill Development

Relaxo Foundation is undertaking projects both in the rural and urban areas towards ensuring the holistic development of the underprivileged children through an integrated approach. The short-term goal of the education program is to improve the quality of education & learning outcome of the Government school students. However, the long-term goal is to create a model of school-led-individual & community-development,

wherein through school the other aspects of the community can be addressed like health, gender, local self-governance, livelihood etc., so that the entire community could be uplifted. Along with school education, Relaxo Foundation is also providing Vocational training to school and college drop-out underprivileged youth.

During the year under review, your Company has initiated three projects under Education & Skill Development viz. project 'Model School' in 13 Primary schools of Khanpur Block in Haridwar District of Uttarakhand; 'Student to Scholar' program in Bahadurgarh and a retail sector specific vocational training course in Delhi.

#### b) Health & Hygiene

Availability, accessibility and affordability of health services is a huge challenge for the socio-economically backward communities that lead to higher morbidity and mortality. Also, in India, the Non-Communicable Diseases are on a rise which are the life style disorders and an emerging National Health challenge. Relaxo Foundation believes that protection from diseases not only ensure survival but can contribute significantly in the economic growth and prosperity of an individual, family and the Nation at large.

Through Need assessment, Bhiwadi emerged as the most deprived area in terms of availability and accessibility of health services. Therefore, in the reporting period, Relaxo Foundation has initiated two extensive projects involving both curative and preventive healthcare services. One project is 'Smile on Wheel (Comprehensive Health Care)' addressing the general health needs of the community and the other project is 'Nayan' towards preventable blindness covering the entire Tijara Block of Alwar District.

In FY18, the focus of your Company was more on developing the strategy and laying down strong foundation for the Relaxo CSR so that the amount could be spent on impactful and sustainable projects. Along with this, the Foundation adopted consultative process to finalize the projects and did stringent due diligence process for the identification of the Implementing Partners. The time invested in this whole process, resulted in the delay of project initiation that lead to underspent of CSR budget. However, a significant amount has been allocated and other projects are under consideration. Considering the progress, your Company is confident to increase CSR spending in the next financial year.

Detailed report of all the on-going CSR projects is mentioned in **Annexure-E**.

#### 25. COMPOSITION OF AUDIT COMMITTEE

The Audit Committee as on March 31, 2018 comprises of the following Directors:

Mr. Pankaj Shrimali (Chairman & Independent Director), Mr. Kuruvila Kuriakose (Independent Director), Mr. Vivek Kumar (Independent Director) and Mr. Nikhil Dua (Executive Director).

Further, all recommendations of Audit Committee were accepted by the Board of Directors.

# **26. VIGIL MECHANISM**

Your Company is committed to highest standards of ethical, moral and legal business conduct. Accordingly, the Board of Directors have formulated a Whistle Blower Policy which is in compliance with the provisions of Section 177(10) of the Companies Act, 2013 and SEBI Laws. The copy of the policy is available at Company's website at http://www.relaxofootwear.com/pdf/Vigil-Mechanism-Policy.pdf.

# 27. DISCLOSURE UNDER THE SEXUAL HARASSMENT OF WOMEN AT WORKPLACE (PREVENTION, PROHIBITION AND REDRESSAL) ACT, 2013

The Company has zero tolerance towards sexual harassment at the workplace and has adopted a gender neutral policy on prevention, prohibition and redressal of sexual harassment at workplace.

An Internal Committee (IC) is available at each of the units and offices of the Company as per the requirements of the law. The IC is responsible for redressal of complaints related to sexual harassment as well as to create a preventive environment across the organization. The Company conducts sensitization / awareness sessions on a regular basis so as to create a free and fair working environment.

The IC received one complaint of Sexual Harassment during the year under review and the same was disposed off as per the provisions of law. It is our constant endeavour to ensure that we provide harassment free, safe and secure working environment to all employees specially the women. We are proud to inform that our female workforce feels happy and safe while working at Relaxo.

# 28. SIGNIFICANT AND MATERIAL ORDERS PASSED BY THE REGULATORS

There are no significant and material orders passed by the Regulators or Courts or Tribunals impacting the going concern status of your Company and its operations in future.

#### 29. CREDIT RATING

During the year under review, ICRA has upgraded Long term rating of the Company to ICRA AA- (stable outlook) from ICRA A+ (positive outlook). During the year, ICRA has reaffirmed short term rating of the Company as A1+ which is the highest rating for the product. ICRA has also reaffirmed A1+ top notch rating to the Company for Commercial Paper of ₹ 50.00 Crores

# 30. CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION, FOREIGN EXCHANGE EARNINGS AND OUTGO

The particulars relating to conservation of energy, technology absorption, foreign exchange earnings and outgo, as required to be disclosed under the Act, are provided in **Annexure-F** to this Report.

#### 31. EMPLOYEES STOCK OPTION PLAN

During the year, 223,370 options were exercised by the employees after vesting. Accordingly, the Company has made allotment of 223,370 equity shares on 4<sup>th</sup> November, 2017 against the options exercised by the employees. Company launched 2<sup>nd</sup> tranche of Employee Stock Option Plan 2014 ("RFL ESOP PLAN-2014") during the year and granted 494,200 options in 2 tranches to eligible employees of the Company.

During the Financial Year 2017-18, there has been no change in the Employee Stock Option Plan 2014 ("RFL ESOP PLAN-2014") of the Company. Further, it is confirmed that the ESOP Scheme of the Company is in compliance with SEBI (Share Based Employee Benefits) Regulations, 2014.

The details as per the requirements of SEBI Guidelines are annexed and form part of this Report as **Annexure-G**.

# 32. CHANGE IN SHARE CAPITAL

During the year under review, the Company has issued and allotted 223,370 equity shares of ₹ 1.00 each fully paid up on exercise of stock options by the eligible employees under the Employee Stock Option Plan, 2014 (RFL ESOP PLAN -2014) thereby increasing the paid up share capital by ₹ 223,370/-.

#### 33. INTERNAL FINANCIAL CONTROL SYSTEM

The Company has in place well defined and adequate Internal Financial Control framework which is independently evaluated by external agency apart from periodic evaluation by in-house Internal Audit function for necessary improvement, wherever required. The Company deploys a robust system of internal controls that facilitates the accurate and timely compilation of financial statements and management reports which ensures regulatory and statutory compliances along with safeguarding of investors interest by ensuring

the highest level of governance. The control system ensures that all assets are safeguarded and protected and that the transactions are authorized, recorded and reported correctly. A CEO and CFO Certificate included in the Corporate Governance Report confirms the existence of effective internal control systems and procedures in the Company. The Audit Committee reviews the effectiveness of the internal financial control framework in the Company.

#### 34. CEO AND CFO CERTIFICATION

Pursuant to the requirement of Regulation 33(2)(a) of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, the CEO and CFO certification is attached herewith the Annual Report which confirms the existence of effective internal control systems and procedures in the Company. The Managing Director and the Chief Financial Officer also provide quarterly certification on Financial Results while placing the Financial Results before the Board in terms of Regulation 33(2)(a) of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015.

#### 35. TRANSFER TO UNCLAIMED SHARES

As per the provisions of Regulation 39(4) of the Listing Regulations, the unclaimed shares lying in the possession of the Company are

required to be dematerialized and transferred into a special demat account held by the Company. Accordingly, unclaimed shares lying with the Company have been transferred and dematerialized in a 'Unclaimed Suspense Account' of the Company. This account is being held by the Company purely on behalf of the shareholders entitled for these shares. It may also be noted that all the corporate benefits accruing on these shares like bonus, split etc., if any, shall also be credited to the said 'Unclaimed Suspense Account' and the voting rights on these shares shall remain frozen until the rightful owner claims the shares.

Shareholders who have not yet claimed their shares, are requested to immediately approach the Registrar & Transfer Agents of the Company by forwarding a request letter duly signed by all the joint holders furnishing self attested copies of their complete postal address along with PIN code, a copy of PAN card along with proof of address and for delivery in demat form, a copy of Demat Account - Client Master Report duly certified by the Depository Participant (DP) and a recent Demat Account Statement, to enable the Company to release the said shares to the rightful owner. The summary of 'Unclaimed Suspense Account' during the year is given hereunder:

| S. No. | Particulars  | No of shareholders | No of equity shares held |
|--------|--|--------------------|--------------------------|
| 1.     | Aggregate number of shareholders and the outstanding shares lying in the suspense account at beginning                                       | 47                 | 118,110                  |
| 2.     | Number of shareholders along with shares held who approached the<br>Company for transfer of shares from the suspense account during the year | 2                  | 8,000                    |
| 3.     | Number of shareholders along with shares held to whom shares were transferred from the suspense account during the year                      | 2                  | 8,000                    |
| 4.     | Transfer of shares to IEPF Account   | 18                 | 70,025                   |
| 5.     | Aggregate number of shareholders and the outstanding shares lying in the suspense account at the end of the year.                            | 27                 | 40,085                   |

# **36. CORPORATE GOVERNANCE**

The Company is committed to maintain the highest standard of Corporate Governance and adhere to the Corporate Governance requirements set out by SEBI. The Report on Corporate Governance as stipulated under SEBI (LODR) Regulations, 2015 forms an integral part of the Report. The requisite certificate from the Statutory Auditors of the Company M/s. B R Maheswari & Co LLP, Chartered Accountants, confirming compliance with the conditions of Corporate Governance is attached to the Report of Corporate Governance as **Annexure-H**.

# 37. OTHER DISCLOSURES

- (A) Dividend Policy: Your Company intends to maintain similar or better levels of dividend payout over the next few years. However, the actual dividend payout in each year will be subject to the investment requirements of the annual operating plan for the year and any other strategic priorities identified by the Company. The Company has formulated a Dividend Policy in accordance with SEBI (Listing obligation and Disclosure Requirements) Regulations, 2015 (hereinafter "LODR Regulations") and the same is available on your Company's website: www.relaxofootwear.com/pdf/Dividend-Policy.pdf.
- (B) The Company is in compliance with the Secretarial Standards on Meetings of the Board of Directors (SS - 1) and General Meetings (SS - 2) issued by The Institute of Company Secretaries of India and approved by the Central Government.

- (C) The Company affirms that the annual listing fees for the year 2018-19 to both National Stock Exchange of India Limited (NSE) and BSE Limited (Bombay Stock Exchange) has been paid.
- (D) During the year, pursuant to the provisions of Section-138 of the Companies Act, 2013, your Company has appointed Deloitte Haskins & Sells LLP (Deloitte) as Internal Auditors for FY19 in addition to existing in -house Internal Audit Department.

#### **38. ACKNOWLEDGEMENT**

Your Directors express their gratitude to the Company's shareholders, business partners and suppliers for their understanding and support. The Directors also take this opportunity to thank Banks, Government and Regulatory Authorities and Stock Exchanges, for their continued support. Finally, Your Directors acknowledge the dedicated services rendered by all employees of the Company.

For and on behalf of the Board of Directors

Ramesh Kumar DuaMukand Lal DuaManaging DirectorWhole Time DirectorDIN :00157872DIN :00157898

Delhi, 11<sup>th</sup> May, 2018

#### Annexure-A

Information required under Section 197 of the Companies Act, 2013 read with Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014.

A. Ratio of remuneration of each Director to the median remuneration of all the employees of your Company for the Financial Year 2017-18 is as follows:-

| Name of Director       | Ratio of Remuneration of Director<br>to the Median Remuneration |
|------------------------|---|
| Mr. Ramesh Kumar Dua   | 642.51  |
| Mr. Mukand Lal Dua     | 642.51  |
| Mr. Nikhil Dua         | 49.24   |
| Mr. Deval Ganguly      | 98.75   |
| Mr. Pankaj Shrimali    | 2.07  |
| Mr. Vivek Kumar        | 2.04  |
| Mr. Kuruvila Kuriakose | 1.49  |
| Ms. Deepa Verma        | 1.65  |

- The aforesaid details are calculated on the basis of remuneration for the Financial Year 2017-18.
- 2. The remuneration includes sitting fee paid to the Directors for attending Board and Committee meetings.
- Median Remuneration for all its employees is ₹ 188293/- for the Financial Year 2017-18.
- B. Details of percentage increase in the remuneration of each Director, CFO and Company Secretary in the Financial Year 2017-18 as compared to last year are as follows:-

| Name                   | Designation             | % Increase |
|------------------------|-------------------------|------------|
| Mr. Ramesh Kumar Dua   | Managing Director       | 32.52      |
| Mr. Mukand Lal Dua     |                         | 32.52      |
| Mr. Nikhil Dua         | Whole Time Director     | 7.25       |
| Mr. Deval Ganguly      |                         | 99.24      |
| Mr. Pankaj Shrimali    |                         | 50.00      |
| Mr. Vivek Kumar        | Independent Director    | 15.62      |
| Mr. Kuruvila Kuriakose |                         | 0.00       |
| Ms. Deepa Verma        |                         | 19.23      |
| Mr. Sushil Batra       | Chief Financial Officer | 52.26      |
| Mr. Vikas Kumar Tak    | Company Secretary       | 9.76       |

#### Note:

The remuneration to Directors is within the overall limit approved by shareholders.

# C. Percentage increase in the median remuneration of all employees in Financial Year 2017-18:

There is increase of 6.78% in median remuneration of all employees in Financial Year 2017-18.

# D. Number of Permanent Employees on the roll of the Company as on 31<sup>st</sup> March, 2018

| Particulars | No. of Employees |
|-------------|------------------|
| Staff       | 2064             |
| Sub Staff   | 3674             |
| Total       | 5738             |

# E. Comparison of average percentage increase in salary of employees other than Managerial Personnel and the percentage increase in the Managerial Remuneration:

The aggregate remuneration of employees excluding KMPs grew by 8.62% over the previous year. The aggregate increase in salary for Whole Time Directors and other KMP was 35.16% in FY18 over FY17. This was based on the recommendation of Nomination and Remuneration Committee.

#### F. Affirmation

Pursuant to Rule 5(1)(xii) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, it is affirmed that the remuneration paid to the Directors, Key Managerial Personnel and senior management is as per the Remuneration Policy of your Company.

# G. Statement Containing the particulars of the employees in accordance with Rule 5(2) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules 2014:

List of Employees of the Company employed throughout the Financial Year 2017-18 and were paid remuneration, not less than ₹ 102 lacs per annum and employees who have worked for the part of the year and were paid remuneration during the Financial Year 2017-18 at a rate which in aggregate was not less than ₹ 8.5 lacs per month:

| S.No. | Employee<br>Name        | Designation                            | Date of<br>Joining | Age (Years) | Remuneration<br>( ₹ in Lacs) | Qualification                           | Experience<br>(Years) | Last<br>Employment              |
|-------|-------------------------|--|--------------------|-------------|------------------------------|---|-----------------------|---------------------------------|
| 1     | Mr. Deval<br>Ganguly    | Whole Time<br>Director                 | 05-Nov-12          | 59          | 185.94                       | B.Tech.                                 | 37                    | JK Tyre &<br>Industries Ltd.    |
| 2     | Mr. Hans Raj<br>Sapra   | Senior Vice<br>President<br>(Material) | 16-Oct-93          | 69          | 149.01                       | BE, Dip.<br>Mech. Engg                  | 45                    | India<br>Meterological<br>Dept. |
| 3     | Mr. Mukand<br>Lal Dua   | Whole Time<br>Director                 | 13-Sep-84          | 69          | 1209.80                      | B.Sc.                                   | 45                    | Relaxo<br>Rubber Pvt<br>Ltd.    |
| 4     | Mr. Ramesh<br>Kumar Dua | Managing<br>Director                   | 13-Sep-84          | 64          | 1209.80                      | B.Com.,<br>Licentiate of<br>LPRI London | 42                    | Relaxo<br>Rubber Pvt<br>Ltd.    |
| 5     | Mr. Sushil<br>Batra     | Chief Financial<br>Officer             | 30-Jul-07          | 53          | 162.46                       | B.Com., FCA                             | 27                    | A2Z Infra<br>Engg. Ltd.         |
| 6     | Mr. Verinder<br>Kumar   | Vice President - Manufacturing         | 01-Apr-13          | 54          | 110.50                       | PGDM                                    | 36                    | Relaxo<br>Rubber Pvt Ltd.       |

## Note

Mr. Ramesh Kumar Dua and Mr. Mukand Lal Dua are Promoter Directors of the Company and are also related to each other. Mr. Mukand Lal Dua is also related to Mr. Nikhil Dua Promoter Director of the Company.

#### Annexure-B

# Form No. MR-3 SECRETARIAL AUDIT REPORT

FOR THE FINANCIAL YEAR ENDED 31-03-2018

[Pursuant to section 204(1) of the Companies Act, 2013 and rule No.9 of the Companies (Appointment and Remuneration of Managerial Personnel)Rules, 2014]

To,

#### The Members,

#### **Relaxo Footwears Limited**

Aggarwal City Square, Plot No. 10, District Centre, Manglam Place, Sector- 3,

Rohini,

Delhi-110085

I have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by Relaxo Footwears Limited. Secretarial Audit was conducted in a manner that provided me a reasonable basis for evaluating the corporate conducts/statutory.compliances and expressing my opinion thereon.

Based on my verification of the Relaxo Footwears Limited (the Company) books, papers, minute books, forms and returns filed and other records maintained by the Company and also the information provided by the Company, its officers, agents and authorized representatives during the conduct of secretarial audit, I hereby report that in my opinion, the Company has, during the audit period covering the financial year ended on 31-03-2018 complied with the statutory provisions listed hereunder and also that the Company has proper Board-processes and compliance-mechanism in place to the extent, in the manner and subject to the reporting made hereinafter:

I have examined the books, papers, minute books, forms and returns filed and other records maintained by the Company for the financial year ended on 31-03-2018 according to the provisions of:

- (i) The Companies Act, 2013 (the Act) and the rules made thereunder;
- (ii) The Securities Contracts (Regulation) Act, 1956 ('SCRA') and the rules made thereunder;
- (iii) The Depositories Act, 1996 and the Regulations and Bye-laws framed thereunder;
- (iv) Foreign Exchange Management Act, 1999 and the rules and regulations made thereunder to the extent of Foreign Direct Investment, Overseas Direct Investment and External Commercial Borrowings;
- (v) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act'):-
  - (a) SEBI (Substantial Acquisition of Shares and Takeovers) (Fourth Amendment) Regulations 2015.
  - (b) SEBI (PIT) Regulations, 2015.
  - (c) SEBI (Issue of Capital and Disclosure Requirements) (Sixth Amendment) Regulations, 2015
  - (d) SEBI (Share Based Employee Benefits) (Amendment) Regulations, 2015
  - (e) SEBI (Issue and Listing of Debt Securities) (Amendment) Regulations, 2015
  - (f) SEBI (Registrars to an Issue and Share Transfer Agents) Regulations, 1993 regarding the Companies Act and dealing with client;

- (g) SEBI (Delisting of Equity Shares) (Amendment) Regulations, 2016
- (h) SEBI( Buy-back of Securities) (Amendment) Regulations, 2015.
- (vi) The Rubber Act,1947 (the law which is applicable specifically to the Company).

I have also examined compliance with the applicable clauses of the following:

- (i) Secretarial Standards issued by The Institute of Company Secretaries of India.
- (ii) SEBI (Listing Obligations & Disclosure Requirements) Regulations 2015 pertaining to Listed equity shares of the Company at NSE and BSE.

During the period under review the Company has complied with the provisions of the Act, Rules, Regulations, Guidelines, Standards, etc. mentioned above.

#### I further report that

The Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors. The changes in the composition of the Board of Directors that took place during the period under review were carried out in compliance with the provisions of the Act.

Adequate notice is given to all directors to schedule the Board Meetings, agenda and detailed notes on agenda were sent at least seven days in advance, and a system exists for seeking and obtaining further information and clarifications on the agenda items before the meeting and for meaningful participation at the meeting.

Majority decision is carried through while the dissenting members' views are captured and recorded as part of the minutes.

**I further report that** there are adequate systems and processes in the company commensurate with the size and operations of the company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines.

Ifurther report that during the audit period the Company has:

- Allotted 223370 Equity Shares of ₹ 1/- each to the employees under ESOP Scheme vide Board Resolution passed on 4<sup>th</sup> November 2017 @ ₹ 200.60 for each equity share (218090 Equity shares) and @ ₹352.78 (5280 Equity Shares) for each equity share.
- The Board of Directors has approved the Scheme of Amalgamation of two companies viz, Marvel Polymers Private Limited and Relaxo Rubber Private Limited with the Company on 12<sup>th</sup> May, 2017. The Matter of amalgamation is under process for obtaining approvals from concerned authorities.

For Vivek Arora Company Secretaries

Vivek Arora (Proprietor)

Delhi, 11th May, 2018

CP No. 8255, ACS 12222

#### Note:

This report is to be read with our letter of even date which is annexed as **Annexure A** and forms an integral part of this report.

#### Annexure-A

To

#### The Members,

# Relaxo Footwears Limited

 $Aggarwal\,City\,Square,\,Plot\,No.\,10,\,District\,Centre,$ 

Manglam Place, Sector- 3,

Rohini, Delhi-110085

My report of even date is to be read along with this letter.

- 1. Maintenance of secretarial records is the responsibility of the management of the company. My responsibility is to express an opinion on these secretarial records based on my audit.
- I have followed the audit practices and processes as were appropriate to obtain reasonable assurance about the correctness of the contents of the Secretarial records. The verification was done on test basis to ensure that correct facts are reflected in secretarial records. I believe that the processes and practices, I followed provide a reasonable basis for my opinion.
- 3. I have not verified the correctness and appropriateness of financial records and Books of Accounts of the company.

- Wherever required, I have obtained the Management representation about the compliance of laws, rules and regulations and happening of events etc.
- 5. The compliance of the provisions of Corporate and other applicable laws, rules, regulations, standards is the responsibility of management. My examination was limited to the verification of procedures on test basis.
- The Secretarial Audit report is neither an assurance as to the future viability of the company nor of the efficacy or effectiveness with which the management has conducted the affairs of the company.

For Vivek Arora Company Secretaries

Vivek Arora (Proprietor) CP No. 8255, ACS 12222

Delhi, 11th May, 2018

# **Annexure-C**

# FORM NO. MGT 9 EXTRACT OF ANNUAL RETURN

(as on Financial Year ended on 31.03.2018)
{Pursuant to Section 92 (3) of the Companies Act, 2013 and rule 12(1) of the Company
(Management & Administration ) Rules, 2014}

## I. REGISTRATION & OTHER DETAILS:

| i   | CIN  | L74899DL1984PLC019097  |
|-----|--|--|
| ii  | Registration Date  | 13/09/1984   |
| iii | Name of the Company  | Relaxo Footwears Limited   |
| iv  | Category/Sub-category of the Company                                       | Public Company Limited by Shares   |
| v   | Address of the Registered office & contact details                         | Aggarwal City Square, Plot No. 10, Manglam Place,<br>District Centre, Sector-3, Rohini, Delhi- 110085<br>+91-11-46800600, 46800700<br>Email : rfl@relaxofootwear.com               |
| vi  | Whether listed company   | Yes  |
| vii | Name, Address & contact details of the Registrar & Transfer Agent, if any. | Karvy Computershare Pvt. Ltd. Karvy Selenium, Tower B, Plot No. 31-32, Gachibowli, Nanakramguda, Hyderabad, Telangana- 500032. Ph.: +91- 040-67162222 Email: einward.ris@karvy.com |

## II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY

| S.No | Name & Description of main Products/services  | NIC Code of the Product/service | % to total<br>turnover of the<br>Company |
|------|---|---------------------------------|--|
| 1.   | Manufacturer of Footwear made primarily of vulcalized or moulded rubber and plastic | 15202                           | 99                                       |

## III. PARTICULARS OF HOLDING, SUBSIDIARY & ASSOCIATE COMPANIES:

Nil

# IV. SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

# A. Category-Wise Shareholding:

| Category of |   | No. of Shares held at the beginning of the year (As on 31-March-2017) |          |          |                         |          | No. of Shares held at the end of the year<br>(As on 31-March-2018) |          |                         |                                |
|-------------|---|---|----------|----------|-------------------------|----------|--|----------|-------------------------|--------------------------------|
|             | shareholder                                 | Demat   | Physical | Total    | % of<br>Total<br>Shares | Demat    | Physical   | Total    | % of<br>Total<br>Shares | % Change<br>during the<br>year |
| A.          | PROMOTERS                                   |   |          |          |                         |          |  |          |                         |                                |
| (1)         | INDIAN                                      |   |          |          |                         |          |  |          |                         |                                |
| a)          | Individual /HUF                             | 90009000  | -        | 90009000 | 74.93                   | 89359000 | -  | 89359000 | 74.25                   | -0.68                          |
| b)          | Central Govt.                               | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| c)          | State Govt(s)                               | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| d)          | Bodies Corp.                                | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| e)          | Banks/FI                                    | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| f)          | Any Other                                   | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| Sub         | o-Total A(1)                                | 90009000  | -        | 90009000 | 74.93                   | 89359000 | -  | 89359000 | 74.25                   | -0.68                          |
| (2)         | FOREIGN                                     |   |          |          |                         |          |  |          |                         |                                |
| a)          | NRIs Individuals                            | _   | -        | -        | _                       | _        | -  | -        | _                       | -                              |
| b)          | Other Individuals                           | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| c)          | Bodies Corp.                                | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| d)          | Banks / FI                                  | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| e)          | Any Other                                   | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| Sub         | o-Total A(2)                                | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| of F        | al Shareholding<br>Promoter(s)<br>A(1)+A(2) | 90009000  | -        | 90009000 | 74.93                   | 89359000 | -  | 89359000 | 74.25                   | -0.68                          |
| В.          | PUBLIC SHAREHO                              | LDING   |          |          |                         |          |  |          |                         |                                |
| (1)         | INSTITUTIONS                                |   |          |          |                         |          |  |          |                         |                                |
| a)          | Mutual Funds                                | 2148363   | -        | 2148363  | 1.79                    | 2598606  | -  | 2598606  | 2.16                    | 0.37                           |
| b)          | Banks/FI                                    | 3790  | -        | 3790     | 0.00                    | 14961    | -  | 14961    | 0.01                    | 0.01                           |
| c)          | Central Govt.                               | -   | -        | _        | -                       | -        | -  | -        | -                       | -                              |
| d)          | State Govt(s)                               | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| e)          | Venture Capital<br>Funds                    | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| f)          | Insurance<br>Companies                      | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| g)          | FIIs*                                       | 5368228   | -        | 5368228  | 4.47                    | 5554680  | -  | 5554680  | 4.62                    | 0.15                           |
| h)          | Foreign Venture<br>Capital Funds            | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
| i)          | Others                                      | -   | -        | -        | -                       | -        | -  | -        | -                       | -                              |
|             | Sub-Total B(1)                              | 7520381   | -        | 7520381  | 6.26                    | 8168247  | -  | 8168247  | 6.79                    | 0.53                           |

| Category of |  | No. of Shares held at the beginning of the year (As on 31-March-2017) |          |           |                         |           | No. of Shares held at the end of the year<br>(As on 31-March-2018) |           |                         |                                |
|-------------|--|---|----------|-----------|-------------------------|-----------|--|-----------|-------------------------|--------------------------------|
|             | shareholder  | Demat   | Physical | Total     | % of<br>Total<br>Shares | Demat     | Physical   | Total     | % of<br>Total<br>Shares | % Change<br>during the<br>year |
| (2)         | NON-INSTITUTION  | IS  |          |           |                         |           |  |           |                         |                                |
| a)          | Bodies Corp.   | 46050707  |          | 46050707  | 42.27                   | 45055450  |  | 46056460  | 42.24                   | 0.03                           |
| i)          | Indian   | 16059787  | -        | 16059787  | 13.37                   | 16056460  | -  | 16056460  | 13.34                   | -0.03                          |
| ii)         | Overseas   | -   | -        | -         | -                       | -         | -  | -         | -                       | -                              |
| b)<br>i)    | Individuals Individual Shareholders holding nominal share capital upto ₹1 lakh | 4536216   | 842610   | 5378826   | 4.48                    | 4167028   | 570360   | 4737388   | 3.94                    | -0.54                          |
| ii)         | Individual Shareholders holding nominal share capital in excess of ₹1 lakh     | 600000  | -        | 600000    | 0.50                    | 942718    | 124000   | 1066718   | 0.89                    | 0.39                           |
| (c)         | Others (specify)   |   |          |           |                         |           |  |           |                         |                                |
| i)          | Clearing<br>Members  | 27203   | -        | 27203     | 0.02                    | 12215     | -  | 12215     | 0.01                    | -0.01                          |
| ii)         | Non Resident<br>Indians*   | 397474  | -        | 397474    | 0.33                    | 513300    | -  | 513300    | 0.42                    | 0.09                           |
| iii)        | Trusts   | -   | -        | -         | -                       | 3577      | -  | 3577      | 0.00                    | 0.00                           |
| iv)         | Alternative<br>Investment<br>Fund  | 37579   | -        | 37579     | 0.03                    | 184090    | -  | 184090    | 0.15                    | 0.12                           |
| v)          | NBFC (Registered with RBI)   | 100000  | -        | 100000    | 0.08                    | 100150    | -  | 100150    | 0.08                    | 0.00                           |
| vi)         | IEPF   | -   | -        | -         | -                       | 152475    | -  | 152475    | 0.13                    | 0.13                           |
|             | Sub-Total B(2)   | 21758259  | 842610   | 22600869  | 18.81                   | 22132013  | 694360   | 22826373  | 18.96                   | 0.15                           |
|             | Total Public<br>Shareholding<br>B=B(1)+B(2)                                    | 29278640  | 842610   | 30121250  | 25.07                   | 30300260  | 694360   | 30994620  | 25.75                   | 0.68                           |
| C)          | Shares held by<br>Custodian for<br>GDRs & ADRs                                 | -   | -        | -         | -                       | -         | -  | -         | -                       | -                              |
|             | GRAND TOTAL  | 119287640   | 842610   | 120130250 | 100.00                  | 119659260 | 694360   | 120353620 | 100.00                  | -                              |

<sup>\*</sup> No payment on account of Dividend has been made in foreign currency to NRI or any other foreign person during the Financial Year 2017-18.

# B) Shareholding of Promoters:

|       | Shareholding at the beginning of the year<br>(As on 31-March-2017) |                  | Shareho<br>(/                             | % Change  |                  |   |   |   |
|-------|--|------------------|---|---|------------------|---|---|---|
| S.No. | Shareholder's<br>Name  | No. of<br>Shares | % of total<br>Shares of<br>the<br>company | % of shares Pledged/ encumbered to total shares | No. of<br>Shares | % of total<br>Shares of<br>the<br>company | % of shares Pledged/ encumbered to total shares | in share<br>holding<br>during the<br>year |
| 1     | Ramesh Kumar<br>Dua  | 31473150         | 26.20                                     | -   | 31148150         | 25.88*                                    | -   | -0.32                                     |
| 2     | Mukand Lal<br>Dua  | 26770700         | 22.28                                     | -   | 26445700         | 21.97*                                    | -   | -0.31                                     |
| 3     | Nikhil Dua   | 4500450          | 3.75                                      | -   | 4500450          | 3.74**                                    | -   | -0.01                                     |
| 4     | Usha Dua   | 4500450          | 3.75                                      | -   | 4500450          | 3.74**                                    | -   | -0.01                                     |
| 5     | Lalita Dua   | 4500450          | 3.75                                      | -   | 4500450          | 3.74**                                    | -   | -0.01                                     |
| 6     | Rahul Dua  | 4500450          | 3.75                                      | -   | 4500450          | 3.74**                                    | -   | -0.01                                     |
| 7     | Gaurav Dua   | 4500450          | 3.75                                      | -   | 4500450          | 3.74**                                    | -   | -0.01                                     |
| 8     | Ritesh Dua   | 4500450          | 3.75                                      | -   | 4500450          | 3.74**                                    | -   | -0.01                                     |
| 9     | Nitin Dua  | 4500450          | 3.75                                      | -   | 4500450          | 3.74**                                    | -   | -0.01                                     |
| 10    | Mukand Lal<br>Dua (HUF)  | 232000           | 0.19                                      | -   | 232000           | 0.19                                      | -   | -   |
| 11    | Ramesh Kumar<br>Dua (HUF)  | 20000            | 0.02                                      | -   | 20000            | 0.02                                      | -   | -   |
| 12    | Sakshi Dua   | 10000            | 0.01                                      | -   | 10000            | 0.01                                      | -   | -   |

<sup>\*</sup> Decrease in percentage shareholding of Mr. Ramesh Kumar Dua & Mr. Mukand Lal Dua is due to sale of shares and ESOP allotment during the year.

# C) Change in Promoters' Shareholding:

|       |  | Shareholding at the beginning of the year |   |            | Cumulative Shareholding during the year |   |
|-------|--|---|---|------------|---|---|
| S.No. | For Each Promoter  | No. of<br>Shares                          | % of total<br>Shares of<br>the<br>company | Date       | No. of<br>Shares                        | % of total<br>Shares of<br>the<br>company |
| 1.    | Ramesh Kumar Dua   |   |   |            |   |   |
|       | At the beginning of the year                                   | 31473150                                  | 26.20                                     | 31/03/2017 | 31473150                                | 26.20                                     |
|       | Decrease in Shareholding due to sale of shares during the year | -325000                                   | -0.27                                     | 29/11/2017 | 31148150                                | 25.88                                     |
|       | At the End of the year   |   |   | 31/03/2018 | 31148150                                | 25.88                                     |
| 2.    | Mukand Lal Dua   |   |   |            |   |   |
|       | At the beginning of the year                                   | 26770700                                  | 22.28                                     | 31/03/2017 | 26770700                                | 22.28                                     |
|       | Decrease in Shareholding due to sale of shares during the year | -325000                                   | -0.27                                     | 29/11/2017 | 26445700                                | 21.97                                     |

There is no change in shareholding of other promoters during the Financial Year 2017-18

<sup>\*\*</sup>Decrease in percentage shareholding of Mr. Nikhil Dua, Ms. Usha Dua, Ms. Lalita Dua, Mr. Rahul Dua. Mr. Gaurav Dua, Mr. Ritesh Dua & Mr. Nitin Dua is due to ESOP allotment during the year.

# D) Shareholding Pattern of top ten Shareholders:

(Other than Directors, Promoters and Holders of GDRs and ADRs):

|   | Shareholding<br>beginning of th   |  |  | Cumulative Sha<br>during the  |  |
|---|---|--|--|---|--|
| Name of the Share<br>Holder   | No. of<br>Shares  | % of total<br>Shares of<br>the<br>company  | Date   | No. of<br>Shares  | % of total<br>Shares of<br>the<br>company  |
| RITIES LIMITED  |   |  |  |   |  |
| inning of the Year<br>Decrease in Shareholding during                           | 8150000<br>-  | 6.78<br>-  | 31/03/2017   | 8150000<br>-  | 6.78   |
| of the Year   |   |  | 31/03/2018   | 8150000   | 6.77   |
| NCE LTD inning of the Year Decrease in Shareholding during of the Year          | 6286791<br>1000<br>-1000  | 5.23<br>0.00<br>0.00   | 31/03/2017<br>13/10/2017<br>03/11/2017<br>31/03/2018   | 6286791<br>6287791<br>6286791<br>6286791  | 5.23<br>5.23<br>5.23<br>5.22   |
| KHI INVESTMENT HOLDINGS   |   |  | 31/03/2016   | 0200/31   | 5.22   |
| inning of the Year<br>Decrease in Shareholding<br>year                          | 4088907<br>4088907<br>-4088907  | 3.40<br>3.40<br>-3.40  | 31/03/2017<br>14/07/2017<br>31/03/2018   | 4088907<br>8177814<br>4088907   | 3.40<br>6.80<br>3.40   |
| of the Year   |   |  | 31/03/2018   | 4088907   | 3.40   |
| UM GLOBAL FUND inning of the Year Decrease in Shareholding during               | 1700000<br>-260000<br>-60543  | 1.42<br>-0.22<br>-0.05   | 31/03/2017<br>09/02/2018<br>09/03/2018   | 1700000<br>1440000<br>1379457   | 1.42<br>1.20<br>1.15   |
| of the Year   |   |  | 31/03/2018   | 1379457   | 1.15   |
| DENTIAL VALUE FUND-SERIES 10 inning of the Year Decrease in Shareholding during | 0<br>49462<br>2176<br>764<br>14939<br>1320<br>1833<br>13279<br>16648<br>11707<br>3128<br>3323<br>578770 | 0.00<br>0.04<br>0.00<br>0.00<br>0.01<br>0.00<br>0.01<br>0.01                         | 31/03/2017<br>19/05/2017<br>09/06/2017<br>07/07/2017<br>28/07/2017<br>04/08/2017<br>18/08/2017<br>25/08/2017<br>01/09/2017<br>29/09/2017<br>06/10/2017<br>01/12/2017<br>08/12/2017<br>31/03/2018 | 0<br>49462<br>51638<br>52402<br>67341<br>68661<br>70494<br>83773<br>100421<br>112128<br>115256<br>118579<br>697349  | 0.00<br>0.04<br>0.04<br>0.04<br>0.06<br>0.06<br>0.07<br>0.08<br>0.09<br>0.10<br>0.10   |
|   |   |  | 31/03/2018   | 69/349  | 0.58   |
| AGARWAL inning of the Year Decrease in Shareholding year                        | 600000<br>-2976<br>-10443<br>-15154<br>-11427<br>-1311<br>-19075<br>-22<br>-39592                       | 0.50<br>0.00<br>-0.01<br>-0.01<br>-0.00<br>-0.02<br>0.00<br>-0.03                    | 31/03/2017<br>01/09/2017<br>08/09/2017<br>15/09/2017<br>22/09/2017<br>06/10/2017<br>13/10/2017<br>27/10/2017   | 600000<br>597024<br>586581<br>571427<br>560000<br>558689<br>539614<br>539592<br>500000  | 0.50<br>0.50<br>0.49<br>0.48<br>0.47<br>0.47<br>0.45<br>0.45<br>0.42   |
| inning of<br>Decrease   | f the Year<br>in Shareholding   | f the Year 600000 in Shareholding -2976 -10443 -15154 -11427 -1311 -19075 -22 -39592 | f the Year 600000 0.50 in Shareholding -2976 0.00 -10443 -0.01 -15154 -0.01 -11427 -0.01 -1311 0.00 -19075 -0.02 -22 0.00 -39592 -0.03   | f the Year 600000 0.50 31/03/2017 in Shareholding -2976 0.00 01/09/2017 -10443 -0.01 08/09/2017 -15154 -0.01 15/09/2017 -11427 -0.01 22/09/2017 -1311 0.00 06/10/2017 -19075 -0.02 13/10/2017 -22 0.00 27/10/2017 -39592 -0.03 31/10/2017 | f the Year 600000 0.50 31/03/2017 600000 in Shareholding -2976 0.00 01/09/2017 597024 -10443 -0.01 08/09/2017 586581 -15154 -0.01 15/09/2017 571427 -11427 -0.01 22/09/2017 560000 -1311 0.00 06/10/2017 558689 -19075 -0.02 13/10/2017 539614 -22 0.00 27/10/2017 539592 -39592 -0.03 31/10/2017 500000 |

|       |   | Shareholding<br>beginning of th  |  |  | Cumulative Shar<br>during the y  |  |
|-------|---|--|--|--|--|--|
| S.No. | Name of the Share<br>Holder   | No. of<br>Shares   | % of total<br>Shares of<br>the<br>company                                | Date   | No. of<br>Shares   | % of total<br>Shares of<br>the<br>company                                    |
| 7     | KARVANSARAI TRAVEL AND LIFESTYLE PRIVATE LIMITED At the beginning of the Year Increase/ Decrease in Shareholding                                    | 443190<br>-  | 0.37   | 31/03/2017   | 443190<br>-  | 0.37   |
|       | during the year At the end of the Year  |  |  | 31/03/2018   | 443190   | 0.37   |
| 8     | VALUEQUEST INDIA MOAT FUND LIMITED At the beginning of the Year Increase/ Decrease in Shareholding during the year At the end of the Year           | 418640<br>225000   | 0.35<br>0.18   | 31/03/2017<br>09/02/2018<br>31/03/2018   | 418640<br>643640   | 0.35<br>0.53   |
| 9     | VIBGYOR INVESTORS AND DEVELOPERS PVT LTD At the beginning of the Year Increase/Decrease in Shareholding during the year                             | 400000   | 0.33   | 31/03/2017<br>-  | 400000   | 0.33   |
| 10.   | At the end of the Year BIRLA SUN LIFE TRUSTEE COMPANY PRIVATE LIMITED A/C   |  |  | 31/03/2018   | 400000   | 0.33   |
|       | At the beginning of the Year Increase/ Decrease in Shareholding during the year   | 273765<br>115000<br>-168000<br>-10000<br>-4300<br>-17127<br>-11500<br>500<br>3088<br>10000<br>5000 | 0.23<br>0.09<br>-0.14<br>-0.01<br>0.00<br>-0.01<br>-0.01<br>0.00<br>0.00 | 31/03/2017<br>09/06/2017<br>09/06/2017<br>03/11/2017<br>15/12/2017<br>22/12/2017<br>12/01/2018<br>09/02/2018<br>16/03/2018<br>23/03/2018<br>30/03/2018 | 273765<br>388765<br>220765<br>210765<br>206465<br>189338<br>177838<br>178338<br>181426<br>191426 | 0.23<br>0.32<br>0.18<br>0.17<br>0.17<br>0.16<br>0.15<br>0.15<br>0.16<br>0.16 |
| 11    | At the end of the Year  EM RESURGENT FUND  At the beginning of the Year  Increase/ Decrease in Shareholding during the year  At the end of the Year | 249796<br>-  | 0.21   | 31/03/2018<br>31/03/2017<br>-<br>31/03/2018  | 196426<br>249796<br>-<br>249796  | 0.16<br>0.21<br>-<br>0.21  |

# E) Shareholding of Directors and Key Managerial Personnel:

|       | Shareholding of each<br>Director and each Key<br>Managerial Personnel       | Shareholding at the beginning of the year |   |                          | Cumulative Shareholding<br>during the year |   |
|-------|---|---|---|--------------------------|--|---|
| S.No. |   | No. of<br>Shares                          | % of total<br>Shares of<br>the<br>company | Date                     | No. of<br>Shares                           | % of total<br>Shares of<br>the<br>company |
| 1.    | Ramesh Kumar Dua  |   |   |                          |  |   |
|       | At the beginning of the year  | 31473150                                  | 26.20                                     | 31/03/2017               | 31473150                                   | 26.20                                     |
|       | Increase / Decrease in Shareholding during the year                         | -325000                                   | -0.27                                     | 29/11/2017               | 31148150                                   | 25.88*                                    |
|       | At the end of the year  |   |   | 31/03/2018               | 31148150                                   | 25.88                                     |
| 2.    | Ramesh Kumar Dua (HUF) At the beginning of the year                         | 20000                                     | 0.02                                      | 31/03/2017               | 20000                                      | 0.02                                      |
|       | Increase / Decrease in Shareholding during the year                         | -   | -   | -                        | -  | -   |
|       | At the end of the year  |   |   | 31/03/2018               | 20000                                      | 0.02                                      |
| 3.    | Mukand Lal Dua  | 2070700                                   | 22.20                                     | 21/02/2017               | 2070700                                    | 22.20                                     |
|       | At the beginning of the year Increase / Decrease in Shareholding            | 26770700<br>-325000                       | 22.28<br>-0.27                            | 31/03/2017<br>29/11/2017 | 26770700<br>26445700                       | 22.28<br>21.97*                           |
|       | during the year   | 323000                                    | 0.27                                      | 23/11/2017               | 20443700                                   | 21.37                                     |
|       | At the end of the year  |   |   | 31/03/2018               | 26445700                                   | 21.97                                     |
| 4.    | Mukand Lal Dua(HUF)   |   |   |                          |  |   |
|       | At the beginning of the year  | 232000                                    | 0.19                                      | 31/03/2017               | 232000                                     | 0.19                                      |
|       | Increase / Decrease in Shareholding during the year                         | -   | -   | -                        | -  |   |
|       | At the end of the year  |   |   | 31/03/2018               | 232000                                     | 0.19                                      |
| 5.    | Nikhil Dua  |   |   |                          |  |   |
|       | At the beginning of the year  | 4500450                                   | 3.75                                      | 31/03/2017               | 4500450                                    | 3.7                                       |
|       | Increase / Decrease in Shareholding during the year                         | -   | -   | -                        | -  |   |
|       | At the end of the year  |   |   | 31/03/2018               | 4500450                                    | 3.74*                                     |
| 6.    | Deval Ganguly   |   |   | 24 (02 (2047             |  |   |
|       | At the beginning of the year Increase / Decrease in Shareholding            | -<br>24480                                | 0.02                                      | 31/03/2017<br>15/11/2017 | -<br>24480                                 | 0.02                                      |
|       | during the year due to allotment of   | -13250                                    | -0.01                                     | 16/03/2018               | 11230                                      | 0.02                                      |
|       | Esop Shares and sale of Esop Shares   | -1870                                     | 0.00                                      | 23/03/2018               | 9360                                       | 0.0                                       |
|       | At the end of the year  |   |   | 31/03/2018               | 9360                                       | 0.0                                       |
| 7.    | Pankaj Shrimali   | 22000                                     | 0.02                                      | 24 (02 (2047             | 22000                                      | 0.00                                      |
|       | At the beginning of the year Increase / Decrease in Shareholding            | 22000                                     | 0.02                                      | 31/03/2017               | 22000                                      | 0.0                                       |
|       | during the year   |   |   |                          |  |   |
|       | At the end of the year  |   |   | 31/03/2018               | 22000                                      | 0.0                                       |
| В.    | Sushil Batra  |   |   |                          |  |   |
|       | At the beginning of the year  | 21710                                     | 0.02                                      | 31/03/2017               | 21710                                      | 0.02                                      |
|       | Increase in Shareholding during the year due to allotment of Esop<br>Shares | 17990                                     | 0.01                                      | 15/11/2017               | 39700                                      | 0.03                                      |
|       | At the end of the year  |   |   | 31/03/2018               | 39700                                      | 0.03                                      |
| 9.    | Vikas Kumar Tak   |   |   |                          |  |   |
|       | At the beginning of the year  | -   | -   | 31/03/2017               | -  |   |
|       | Increase in Shareholding during the year                                    | 1   | 0.00                                      | 22/02/2018               | 1  | 0.00                                      |
|       | At the end of the year  |   |   | 31/03/2018               | 1  | 0.0                                       |

<sup>\*</sup> Decrease in percentage shareholding of Mr. Ramesh Kumar Dua & Mr. Mukand Lal Dua is due to sale of shares and ESOP allotment during the year.

\*\*Decrease in percentage shareholding of Mr. Nikhil Dua is due to ESOP allotment during the year.

# V. INDEBTEDNESS

Indebtedness of the Company including interest outstanding/accrued but not due for payment.

(₹ in Crores)

| Particulars   | Secured Loans<br>excluding deposits | Unsecured<br>Loans | Deposits | Total<br>Indebtendness |
|---|-------------------------------------|--------------------|----------|------------------------|
| Indebtedness at the beginning of the Financial Year |                                     |                    |          |                        |
| i) Principal Amount                                 | 178.44                              | -                  | -        | 178.44                 |
| ii) Interest due but not paid                       | 0.08                                | -                  | -        | 0.08                   |
| iii) Interest accrued but not due                   | 0.89                                | -                  | -        | 0.89                   |
| Total (i+ii+iii)                                    | 179.41                              | -                  | -        | 179.41                 |
| Change in Indebtedness during the Financial Year    |                                     |                    |          |                        |
| • Addition  | 25.20                               | -                  | -        | 25.20                  |
| Reduction   | (50.75)                             | -                  | -        | (50.75)                |
| Net Change  | (25.55)                             | -                  | -        | (25.55)                |
| Indebtedness at the end of the Financial Year       |                                     |                    |          |                        |
| i) Principal Amount                                 | 153.36                              | -                  | -        | 153.36                 |
| ii) Interest due but not paid                       | 0.12                                | -                  | -        | 0.12                   |
| iii) Interest accrued but not due                   | 0.38                                | -                  | -        | 0.38                   |
| Total (i+ii+iii)                                    | 153.86                              | -                  | -        | 153.86                 |

# VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

A. Remuneration to Managing Director, Whole-time Directors and/or Manager:

(₹ in Lacs)

| CNo   | S.No. Particulars of Remuneration   |   | Name of MD/WTD/Manger |            |               |             |  |  |
|-------|---|---|-----------------------|------------|---------------|-------------|--|--|
| 5.NO. | Particulars of Remuneration   | Mukand Lal Dua  | Ramesh Kumar Dua      | Nikhil Dua | Deval Ganguly | Amount      |  |  |
| 1     | Gross salary  |   |                       |            |               |             |  |  |
|       | (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 | 120.00  | 120.00                | 86.21      | 93.13         | 419.34      |  |  |
|       | (b) Value of perquisites u/s 17(2) of the Income-tax Act, 1961                      | 0.40  | 0.40                  | 2.90       | 5.56          | 9.26        |  |  |
|       | (c) Profits in lieu of salary under section 17(3) of the Income- tax Act, 1961      | -   | -                     | -          | -             | -           |  |  |
| 2     | Stock Option  | -   | -                     | -          | 83.04         | 83.04       |  |  |
| 3     | Sweat Equity  | -   | -                     | -          | -             | -           |  |  |
| 4     | Commission  |   |                       |            |               |             |  |  |
|       | - as % of profit  | 1075.00   | 1075.00               | -          | -             | 2150.00     |  |  |
|       | - others  | -   | -                     | -          | -             | -           |  |  |
| 5     | Others (Employers Contribution to Provident Fund)                                   | 14.40   | 14.40                 | 3.60       | 4.21          | 36.61       |  |  |
|       | Total (A)   | 1209.80   | 1209.80               | 92.71      | 185.94        | 2698.25     |  |  |
|       | Ceiling as per the Act  | 10% of Net Profits of the Company as calculated under Section 198 of Comp<br>2013 is ₹ 2714.68 Lacs |                       |            |               | oanies Act, |  |  |

# B. Remuneration to other directors (₹ in Lacs)

| S.No. | Particulars of Remuneration  | Pankaj Shrimali   | Kuruvila Kuriakose | Vivek Kumar | Deepa Verma | Total<br>Amount |  |
|-------|--|---|--------------------|-------------|-------------|-----------------|--|
| 1     | Independent Directors Fee for attending Board / Committee meetings | 3.90  | 2.80               | 3.85        | 3.10        | 13.65           |  |
|       | Commission   | -   | -                  | -           | -           | -               |  |
|       | Others   | -   | -                  | -           | -           | -               |  |
|       | Total (1)  | 3.90  | 2.80               | 3.85        | 3.10        | 13.65           |  |
| 2.    | Other Non-Executive Directors                                      |   |                    |             |             |                 |  |
|       | Fee for attending Board / Committee meetings                       | -   | -                  | -           | -           | -               |  |
|       | Commission   | -   | -                  | -           | -           | -               |  |
|       | Others   | -   | -                  | -           | -           | -               |  |
|       | Total (2)  | -   | -                  | -           | -           | -               |  |
|       | Total (B)=(1+2)  | 3.90  | 2.80               | 3.85        | 3.10        | 13.65           |  |
|       | Ceiling as per the Act   | 1% of Net Profits of the Company as calculated under Section 198 of Companies 2013 is ₹ 271.47 Lacs   |                    |             |             |                 |  |
|       | Total Managerial Remuneration (A+B)                                |   |                    |             |             | 2711.90         |  |
|       | Overall Ceiling as per the Act                                     | 11% of Net Profits of the Company as calculated under Section 198 of Compar<br>2013 is ₹ 2986.15 Lacs |                    |             |             | nies Act,       |  |

# C. Remuneration to Key Managerial Personnel other than MD/Manager/WTD

(₹ in Lacs)

| C N   | D 0 1 CD 0  | Key Managerial Personnel |       |        |        |  |  |
|-------|---|--------------------------|-------|--------|--------|--|--|
| S.No. | Particulars of Remuneration   | CEO                      | CS    | CFO    | Total  |  |  |
| 1     | Gross salary  |                          |       |        |        |  |  |
|       | (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 |                          | 22.97 | 97.99  | 120.96 |  |  |
|       | (b) Value of perquisites u/s 17(2) of the Income-tax Act, 1961                      |                          | 0.76  | 3.36   | 4.12   |  |  |
|       | (c) Profits in lieu of salary under section<br>17(3) of the Income- tax Act, 1961   | -NA-                     | -     | -      | -      |  |  |
| 2     | Stock Option  |                          | -     | 56.74  | 56.74  |  |  |
| 3     | Sweat Equity  |                          | -     | -      | -      |  |  |
| 4     | Commission  |                          |       |        |        |  |  |
|       | - as % of profit  |                          | -     | -      | -      |  |  |
|       | - others  |                          | -     | -      | -      |  |  |
| 5     | Others (Employers Contribution to Provident Fund)                                   |                          | 1.10  | 4.37   | 5.47   |  |  |
|       | Total   |                          | 24.83 | 162.46 | 187.29 |  |  |

# VII. PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES:

No penalties / Punishment / compounding of offences were levied under the Companies Act, 2013.

## **Annexure-D**

#### Form No AOC-2

(Pursuant to clause (h) of sub-section (3) of section 134 of the Act and Rule 8(2) of the Companies (Accounts) Rules, 2014)

Form for disclosure of particulars of contracts/arrangements entered into by the company with related parties referred to in sub-section (1) of section 188 of the Companies Act, 2013 including certain arms length transactions under third proviso thereto

## 1. Details of contracts or arrangements or transactions not at arm's length basis during Financial Year 2017-18:

| (a) | Name(s) of the related party and nature of relationship   |                |
|-----|---|----------------|
| (b) | Nature of contracts/arrangements/transactions   |                |
| (c) | Duration of the contracts / arrangements/transactions   |                |
| (d) | Salient  terms  of  the  contracts  or  arrangements  or  transactions  including  the  value,  if  any  contracts  contracts  or  transactions  including  the  value,  if  any  contracts  contracts |                |
| (e) | Justification for entering into such contracts or arrangements or transactions  | Not Applicable |
| (f) | Date(s) of approval by the Board  |                |
| (g) | Amount paid as advances, if any   |                |
| (h) | Date on which the special resolution was passed in general meeting as required under first proviso to section 188   |                |

#### 2. Details of material contracts or arrangements or transactions at arm's length basis during Financial Year 2017-18:

| (a) | Name(s) of the related party and nature of relationship                                    |                |
|-----|--|----------------|
| (b) | Nature of contracts/arrangements/transactions  |                |
| (c) | Duration of the contracts / arrangements/transactions                                      | Not Applicable |
| (d) | Salient terms of the contracts or arrangements or transactions including the value, if any | ног Аррисаріе  |
| (e) | Date(s) of approval by the Board, if any   |                |
| (f) | Amount paid as advances, if any.   |                |

For and on behalf of the Board of Directors

Ramesh Kumar Dua Managing Director

DIN :00157872

**Mukand Lal Dua** Whole Time Director DIN :00157898

Delhi, 11<sup>th</sup> May, 2018

#### **Annexure-E**

#### Corporate Social Responsibility (CSR) Activities

#### Introduction:

Further to the Need Assessment done in FY 17, Relaxo Foundation undertook a rigorous process of stakeholder consultation, appraisal of national & international goals and assessing the core strength of the Company, to strategize the CSR activities. Through this intensive process, Relaxo Foundation identified 'Education & Skill Development and 'Health & Hygiene' as the two thrust areas. Presently, the Foundation is implementing below mentioned CSR projects with the communities surrounding the manufacturing plants of Relaxo at Bhiwadi, Bahadurgarh & Haridwar and also in Delhi.

# A. Education & Skill development

- 1. Navjyoti Remedial Education Program- Relaxo Foundation has partnered with Navjyoti India Foundation to ensure holistic development of the 150 grade IV and V students from the Government schools of Bawana area, Delhi. The short-term objective is to improve the learning outcome of the students, however, the long-term objective of the project is to save these children from the external threats that may lead them into anti-social activities. Today, these students are not only excelling in their studies but are teaching other children in-school or out-of-school from their neighborhood.
- 2. Model School Program Right to Education (RTE) Act has increased the elementary school enrolment in India but the quality of education and the dropout rate in Secondary & Senior Secondary classes is huge. Considering the contemporary challenges in school education and to create sustainable model, Relaxo Foundation has partnered with Plan- International (India Chapter) to adopt 13 Primary Schools in Haridwar and to transform them into Model Schools by creating child-friendly infrastructure, teachers training, strengthening School Management Committee, form Children's group on life skill & gender etc. This 3-year long project will ensure holistic development of children in a sustainable manner. However, the long-term goal is to develop a model of school led individual & community development.
- 3. Relaxo Student to Scholar Program- Your Company partnered with <a href="Buddy4Study">Buddy4Study</a> for mobilizing and empowering 10,000 students of Bahadurgarh with scholarship awareness, application support and mentorship. The project will ensure at least 1000 students may get scholarship either from Government or Private Scholarships that will help them to complete their education and to pursue their dreams. The organization has created India's largest scholarship portal and is engaged in the business of simplifying scholarship access for students and managing end to end scholarship process. In the reporting period, more than 6000 students have got profiled and out of which 66 students have received scholarships of ₹3,600/- to ₹20,000/-each.
- 4. Vocational Training Program CSR is all about leveraging resources to meet the developmental challenges of the country. With this belief Relaxo Foundation has partnered with, the <u>GMR Varalakshmi Foundation</u> to run vocational training course of Customer Service Associate at their vocational training center, 'Center for Empowerment and Livelihoods- Delhi'. Till date, three batches of total 88 students have been completed. More than 78% of the trainees have been placed in jobs with an average salary of ₹12,000/-per month.

#### B. Health & Hygiene

1. Smile on Wheels (SoW), Comprehensive Health Project- Through the baseline assessment, it was revealed that the healthcare system in Bhiwadi, Rajasthan is insufficient to address the health need of the people. The villagers have to either live with their illness or go to the private hospital which leads to huge out-of-pocket expenditure. Considering the need, Relaxo Foundation partnered with <u>Smile</u> <u>Foundation</u> to initiate this 3-year long comprehensive health project in 14 villages (approx. 1 lakh population) of Bhiwadi with the objective to meet primary healthcare needs of the villagers through curative, preventive, and promotive services at their doorstep. The project runs one Mobile Health Van, equipped with Doctor, pharmacist & Lab Technician to provide curative health services. Along with this, the outreach teamwork intensively on increasing health awareness through sessions in schools and community with the objective to improve the health-seeking behaviour and to lower down the disease incidence rate among the community. The project also provides antenatal check-ups to pregnant women and referral services to chronic patients. In the reporting period, 8626 Patients (4287 M and 4339 F) were provided the curative services; 2000 people were sensitized on health issues.

2. Project 'NAYAN' Giving Sight to the Underprivileged- On 15<sup>th</sup> Jan'18, your Company partnered with *Dr. Shroff's Charity Eye Hospital* (SCEH) to run jointly developed project 'Nayan' towards reducing the incidence and the backlog of avoidable blindness cases in Tijara Block, district, Alwar. This 3-year long project will provide comprehensive and sustainable Eye care services, to more than 2.5 lakh people of 187 villages. Along with regular eye camps, the project will establish a self-sustainable Vision Centre, managed by the local person, identified and trained by Dr. Shroff Hospital. The project will also involve and train school teachers, Anganwadi, ANM, and ASHA workers to do primary level screening that will help in timely identification of the cases.

#### **Employee Engagement**

Employee Engagement activities have been undertaken with the involvement of Relaxo Footwears Limited. One of the Mission Statement of Relaxo Foundation is, "To leverage the skill & resources of employees for social cause and also to make them socially responsible individuals." Toward this, Relaxo foundation have organized three initiatives viz. Blood Donation Camp, Wish Tree on Christmas & New Year for Bawana Slum children and Virtual training on Gender sensitization on the occasion of International Women's Day.

The CSR Policy may be accessed on the Company's website at the link http://www.relaxofootwear.com/pdf/Corporate-Social-Responsibility-Policy.pdf.

#### 1. The Composition of CSR Committee

The composition of CSR Committee as on  $31^{\text{st}}$  March, 2018 is as follows:-

| Name                 | Designation |
|----------------------|-------------|
| Mr. Ramesh Kumar Dua | Chairman    |
| Mr. Mukand Lal Dua   | Member      |
| Mr. Pankaj Shrimali  | Member      |
| Ms. Deepa Verma      | Member      |

2. Average Net Profit of the Company for

the last 3 Financial years : ₹166.98 Crores

3. Prescribed CSR Expenditure : ₹3.34 Crores.

4. Details of CSR spent for the Financial Year

(a) Total amount spent for the Financial Year : ₹ 2.78 Crores

(b) Amountunspent\* : ₹ 0.56 Crores

| S.No. | CSR project<br>or activity<br>identified       | Sector in<br>which the<br>Project is<br>covered | Location<br>where<br>Project/Projects<br>are undertaken<br>state (Local<br>area or<br>district) | Amount<br>outlay<br>(budget)<br>project or<br>program<br>wise | Amount spent on the Project/ Projects /Programmes Subheads: (1) Direct Expenditure (2) Overhead | Cumulative<br>Expenditure<br>upto the<br>reporting<br>period | Amount spent<br>direct or<br>through<br>implementing<br>agency# |
|-------|--|---|---|---|---|--|---|
| 1     | Model School Program                           | Promoting<br>Education                          | Haridwar,<br>Uttrakhand   | 224.00  | 21.07   | 21.07  | Plan<br>International<br>(India Chapter)                        |
| 2     | Remedial Education<br>Program                  | Promoting<br>Education                          | Bawana, Delhi   | 15.00   | 15.00   | 36.07  | Navjyoti India<br>Foundation                                    |
| 3     | Relaxo Student to<br>Scholar Program           | Promoting<br>Education                          | Bhadurgarh,<br>Haryana  | 26.00   | 24.71   | 60.78  | Buddy4Study   |
| 4     | Computer lab                                   | Promoting<br>Education                          | Haridwar,<br>Uttrakhand   | 4.50  | 4.37  | 65.15  | Direct  |
| 5     | Vocational Training                            | Vocational<br>skills                            | Delhi   | 5.00  | 4.18  | 69.33  | GMR<br>Varalakshmi<br>Foundation                                |
| 6     | Smile on Wheels (SoW),<br>Mobile Medical Unit  | Health<br>care                                  | Bhiwadi,<br>Rajasthan   | 133.00  | 49.53   | 118.86   | Smile<br>Foundation   |
| 7     | 'NAYAN' Giving Sight to<br>the Underprivileged | Health<br>care                                  | Bhiwadi,<br>Rajasthan   | 135.00  | 33.92   | 152.78   | Dr. Shroff's<br>Charity Eye<br>Hospital                         |
| 8     | Public Toilet                                  | Swach<br>Bharat                                 | Bahadurgarh,<br>Haryana   | 6.00  | 5.72  | 158.50   | Sulabh<br>International   |
|       | Sub Total                                      |   |   | 548.50  | 158.50  |  |   |
| 9     | Administrative Expenses                        |   |   | 12.00   | 11.15   | 169.65   |   |
|       | Total  |   |   | 560.50  | 169.65  |  |   |

# Relaxo Foundation identifies the thrust area, conceptualize & design the project and do the close monitoring of the project as well. However, the onground implementation is carried out by the credible NGO partners who get identified through a rigorous process of due diligence.

Your Company spent ₹169.65 Lacs from accumulated CSR Funds available with Relaxo Foundation -Implementation arm for CSR activities, for various initiatives during FY18.

- \* Note: Reason for amount unspent is given in point no 6 of this annexure.
- 5. The intent of your Company is to spent money on the project with long term impact on society at large, therefore Company has adopted a rigorous process in finalization of projects. With this deep sense of responsibility, your Company wants to ensure the spending of this money in impactful and sustainable projects. During the year, your Company strategized to take up and develop CSR projects accordingly. In addition to this, the identification of credible NGO and due diligence process is being done meticulously. All these processes took a lot of time and therefore the projects were rolled out in the second half of the year. Thus, the amount remained unspent as per the plan. However, a significant amount has been allocated in the approved ongoing projects. Few other projects are at the final stage.

Your Company is confident that with strong intend, clear vision, and professional approach we would not only be able to spend the prescribe budget but will create visible and sustained impact from our CSR projects.

6. Therefore, FY18 has been significant in terms of laying down strong foundation of the CSR and strategizing activities. We are confident that in FY19, Relaxo CSR will bring larger social impact through CSR projects undertaken and new initiatives. The CSR Committee confirms that the implementation and monitoring of the CSR Policy is in compliance with the CSR objectives and Policy of your Company.

Ramesh Kumar Dua

Delhi, 11<sup>th</sup> May, 2018

Managing Director DIN -00157872

#### Annexure-F

#### 1. CONSERVATION OF ENERGY

Energy conservation is an ongoing process in your Company. Your Company is committed to invest in the latest energy efficient technologies, to conserve energy on all locations, plants and sites of the Company. As a part of Company's endeavour towards conservation of energy and prevention of energy wastage, constant improvements are undertaken in order to conserve energy on an ongoing basis.

#### a) The steps taken or impact on conservation of energy:

- (i) The Company has started following initiatives at plants for energy conservation which has led to restrict the impact of increase in the cost of energy thereby reducing the cost of production of goods:
  - Installed Variable drives on Air Cooling Machines, temperature cut-out on Cooling Tower's fan motor and Heater Insulation jackets on Horizontal PVC Molding Machines
  - Installed high bay LED lights at plants replacing the conventional lights.
  - Installing RO plant with 80% recovery of water.
- (ii) The Company has started following initiatives at its retail outlets for energy conservation which has led to substantial saving of its annual energy and maintenance cost:-
  - Reduced energy consumption by using Inverter air conditioner in 150 new & existing retail outlets.
  - Upgraded lighting fixtures in LED fixtures in 12 existing outlets and replaced old lighting fixture by LED in routine repair maintenance
  - Prompted to retail outlet staff regarding awareness of energy saving

#### b) The steps taken by Company for utilizing alternate sources of energy:

Rooftop Solar power project implemented in one plant and horizontal deployment is being considered in all other plants. Solar power outsourcing through open access mode from private players with ground level large solar power generating capacity is being explored/reviewed.

#### c) The capital investment on energy conservation of energy:

There was no major capital investment on energy conservation during the year.

#### 2. TECHNOLOGY ABSORPTION

#### a) Efforts made towards technology

- Company has initiated replacement of solvent based Release agent (RA) by water based in 70% PU DIP machines.
- Company has discontinued usage of DMF (Dimethyl formamide) for PU screw cleaning by more eco friendly green chemicals.

#### b) Benefit derived as a result of the above efforts

- Better Quality of products
- Better shop floor environment in PU plant
- Positive impact on environment.
- c) Technology imported during last 3 years: None
- d) Expenditure on R & D The Company has incurred expenditure of
   ₹ 2.58 Crores through respective heads of accounts on R & D.

#### FOREIGN EXCHANGE EARNINGS AND OUTGO

 a) Activities relating to export initiatives taken to increase exports, development of new export for products and export plans:

Your Company regularly participate in prestigious international exhibition and has developed markets of Asia, Middle East, Europe, Australia, Africa, South America & Oceania and these markets will increase overall export of Company in coming years. Your Company has also opened branch office at Dubai to be nearer to customer, this will improve service level and lead time and ultimately will add to export growth.

# b) Total Foreign Currency used and earned:

(₹ in Crores)

| Particulars | 2017-18 | 2016-17 |
|-------------|---------|---------|
| Used        | 312.04  | 227.80  |
| Earned      | 45.64   | 46.85   |

#### Annexure-G

#### **EMPLOYEE STOCK OPTION PLAN (ESOP)**

The Company had instituted the Employee Stock Option Plan 2014 (the "Plan") for employees of the Company by granting shares thereunder. Accordingly, the Plan was formulated in accordance with the SEBI (ESOS & ESPS) Guidelines, 1999.

The Plan was approved by the shareholders of the Company, on 5<sup>th</sup> August, 2014, through postal ballot. The Plan provides for issue and allotment of not exceeding 900090 Equity Shares to the eligible employees of the Company and subsequent to the Bonus Issue the number of options available increased to 1800180. Disclosures in compliance with Employee Stock Option Plan of the Company, are set below.

## Disclosure as required under SEBI (Share Based Employee Benefits) Regulations, 2014 as on March 31, 2018

| S.No. | Particulars                                       | ESOP Scheme  |
|-------|---|--|
| Α.    | Summary   |  |
| 1     | Date of Shareholders Approval                     | 5 <sup>th</sup> Aug, 2014  |
| 2     | Total number of options approved under the scheme | 1800180  |
| 3     | Date of Grants                                    | 9 <sup>th</sup> Aug, 2014<br>9 <sup>th</sup> May, 2015<br>25 <sup>th</sup> Jul, 2015<br>31 <sup>st</sup> Oct, 2015<br>14 <sup>th</sup> May, 2016<br>30 <sup>th</sup> Jul, 2016<br>5 <sup>th</sup> Nov, 2016<br>5 <sup>th</sup> Aug, 2017<br>4 <sup>th</sup> Nov, 2017  |
| 4     | Options Granted                                   | 1083600  |
| 5     | Vesting Schedule                                  | Minimum one year from the date of Grant  |
| 6     | Pricing Formula                                   | Closing Market price prior to the date of the meeting of Nomination & Remuneration Committee in which options are granted, on the stock exchange on which the shares of the Company are listed. In case shares are listed on more than one stock exchange then the stock exchange where the highest trading volume is recorded on the said date shall be considered. |
| 7     | Maximum Term of Options Granted                   | 8 years from the date of Grant   |
| 8     | Source of Shares                                  | Primary  |
| 9     | Variation in terms of Options                     | No Variations  |
| 10    | Method used for Accounting of ESOP                | Fair Value Method  |

# B. Option Movement During the year

| S.No. | Particulars  | ESOP Scheme |
|-------|--|-------------|
| 1     | Options Outstanding at the Beginning of the year *                         | 3,33,800    |
| 2     | Number of Options Granted during the year                                  | 4,94,200    |
| 3     | Number of options vested   | 2,80,790    |
| 4     | Number of options exercised during the year                                | 2,23,370    |
| 5     | Total number of shares arising as a result of exercise of options          | 2,23,370    |
| 6     | Number of options Cancelled & lapsed during the year                       | 62,540      |
| 7     | Number of Options outstanding at the end of the year                       | 5,42,090    |
| 8     | Number of Options exercisable at the end of the year                       | 86,690      |
| 9     | Money realised by exercise of options during the year (₹)                  | 4,56,11,506 |
| 10    | Loan repaid by the trust during the year from the exercised price received | 0           |

## C. Employee-wise details of options granted to:

(i) Senior managerial personnel

| Name   | No. of options granted |
|--|------------------------|
| Atul Pandey  | 8,500                  |
| Deval Ganguly  | 16,900                 |
| Hans Raj Sapra   | 16,000                 |
| Sushil Batra   | 17,200                 |
| Vinay Kumar Bajaj  | 15,400                 |
| Employees who were granted options during the year, amounting to 5% or more of the options:  | Nil                    |
| <ul><li>ii) Identified employees who were granted option, during the year, equal or exceeding 1% of the issued<br/>capital (excluding outstanding warrants and conversions) of the Company at the time of grant:</li></ul> | Nil                    |

| D (i).             | Weighted average exercise price of Options granted during the year whose  |                      |
|--------------------|---|----------------------|
| (a)<br>(b)<br>(c)  | Exercise price equals market price (₹) Exercise price is greater than market price (₹) Exercise price is less than market price (₹) | 464.68<br>Nil<br>Nil |
|                    |   |                      |
| D (ii).            | Weighted average fair value of options whose  |                      |
| <b>D (ii).</b> (a) | Weighted average fair value of options whose  Exercise price equals market price (₹)  | 327.05               |
|                    |   | 327.05<br>Nil        |

| E. | Method and Assumptions used to estimate the fair value of options granted during the year:  |                                 |
|----|---|---------------------------------|
| a) | The fair value has been calculated using the Black Scholes Option Pricing model. The assumptions used in the model are as follows | Weighted Average<br>Assumptions |
|    | Stock Price (₹)   | 464.68                          |
|    | Volatility  | 85.40%                          |
|    | Risk free Rate  | 6.50%                           |
|    | Exercise Price (₹)  | 464.68                          |
|    | Time To Maturity (In Years)   | 5.15                            |
|    | Dividend yield  | 0.22%                           |

- b) The company has incorporated the early exercise of options by calculating expected life on past exercise behavior.
- c) The volatility used in the Black-Scholes option-pricing model is the annualized standard deviation of the continuously compounded rates of return on the stock over a period of time. The period considered for the working is commensurate with the expected life of the options and is based on the daily volatility of the Company's stock price on NSE.
- d) There are no market conditions attached to the grant and vest.

<sup>\*</sup>Pre Bonus numbers

#### Annexure-H

# INDEPENDENT AUDITOR'S CERTIFICATE ON CORPORATE GOVERNANCE

To.

The Members of

#### **Relaxo Footwears Limited**

1. We, B R Maheswari & Co LLP, Chartered Accountants, the Statutory Auditors of Relaxo Footwears Limited ("the Company"), have examined the compliance of conditions of Corporate Governance by the Company, for the year ended on 31st March 2018, as stipulated in regulations 17 to 27 and clauses (b) to (i) of regulation 46(2) and para C and D of Schedule V of the SEBI Listing (Obligation and Disclosure Requirements) Regulations, 2015 (the Listing Regulations).

#### Management's Responsibility

2. The compliance of conditions of Corporate Governance is the responsibility of the Management. This Responsibility includes the Design, implementation and maintenance of internal control and procedures to ensure the compliance with the conditions of the Corporate Governance stipulated in Listing Regulations.

#### **Auditors' Responsibility**

- 3. Our responsibility is limited to examining the procedures and implementation thereof, adopted by the Company for ensuring compliance with the conditions of the Corporate Governance. It is neither an audit nor an expression of opinion on the financial Statements of the Company.
- 4. We have examined the books of account and other relevant records and documents maintained by the Company for the purposes of providing reasonable assurance on the compliance with Corporate Governance requirements by the Company.
- 5. We have carried out an examination of the relevant records of the Company in accordance with the Guidance Note on Certification of Corporate Governance issued by the Institute of the Chartered Accountants of India (the ICAI), the Standards on Auditing specified under Section 143(10) of the Companies Act 2013, in so far as applicable for the purpose of this certificate and as per the Guidance Note on Reports or Certificates for Special Purposes issued by the ICAI which requires that we comply with the ethical requirements of the Code of Ethics issued by the ICAI.
- 6. We have complied with the relevant applicable requirements of the Standard on Quality Control (SQC) 1, Quality Control for Firms that Perform Audits and Reviews of Historical Financial Information, and Other Assurance and Related Services Engagements.

#### Opinion

- 7. Based on our examination of the relevant records and according to the information and explanations provided to us and the representations provided by the Management, we certify that the Company has complied with the conditions of Corporate Governance as stipulated in regulations 17 to 27 and clauses (b) to (i) of regulation 46(2) and para C and D of Schedule V of the Listing Regulations during the year ended 31st March, 2018.
- 8. We state that such compliance is neither an assurance as to the future viability of the Company nor the efficiency or effectiveness with which the Management has conducted the affairs of the Company.

For **BR Maheswari & Co LLP**Chartered Accountants
Firm's Registration No. 001035N/N500050

Sudhir Maheshwari Partner Membership No.081075

Delhi, 11th May, 2018

# **CORPORATE GOVERNANCE REPORT**

Corporate Governance is about our commitment to human values in business and translates into ethical corporate conduct. Corporate Governance is concern of many - the corporate and other structures, its culture, policies and the manner in which it deals with various stakeholders. Timely and accurate disclosure of information regarding the financial situation, performance, ownership and governance of the Company is an important part of Corporate Governance. When adhered to and implemented in the best of spirit, Corporate Governance can measurably impact the activities, processes and policies of the organization, and portray a positive vision to investors, and enhance the trust and confidence of the stakeholders. It can also influence its immediate corporate environment and the society at large in a positive way and have a healthy impact on the national economy.

At Relaxo Footwears Limited, we fully comply with good Corporate Governance practices and believe that sound Corporate Governance is vital for retaining stakeholder faith, and in winning new investor trust. Some of the salient principles of Corporate Governance at Relaxo Footwears Limited are satisfying not just by the letter - but by the spirit of law, transparency in conduct and communication, making a clear distinction between personal conveniences and corporate resources, clarity and timeliness in dissemination of information, compliance with all laws and an ethical and honest corporate structure that is driven solely by business considerations.

#### 1. PHILOSPHY OF THE COMPANY ON CORPORATE GOVERNANCE

Corporate Governance has occupied pivotal position at Relaxo Footwears Limited since inception. The business has, since then, been conducted in most transparent and ethical manner. All the necessary steps have been taken, with changing socio-economic scenario to ensure that the conduct of business is as per the policies of the management, namely Honesty, Transparency and Ethical Behavior. The Company's policies and practices are aimed at efficient conduct of business and in sincerely and effectively meeting its obligations towards its stakeholders, through an effective and professional Board of Directors, complete and timely dissemination of information through timely disclosure and maximization of shareholders wealth.

#### 2. BOARD OF DIRECTORS

In terms of Regulation 17 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations 2015, [SEBI (LODR)-2015] Board of your Company is well diverse. Every member of the Board is having experience and expertise in their respective fields.

#### Composition of the Board of Directors

The composition of the Board of Directors of the Company, at present, is in line with Regulation 17 of SEBI (LODR) 2015. It has one Managing Director, three Whole Time Directors and four Non-Executive Independent Directors out of them one is woman director.

| Name                   | Category                | Designation            | No of<br>Shares held |
|------------------------|-------------------------|------------------------|----------------------|
| Mr. Ramesh Kumar Dua   |                         | Managing<br>Director   | 31148150             |
| Mr. Mukand Lal Dua     | Promoter &<br>Executive | Whole Time<br>Director | 26445700             |
| Mr. Nikhil Dua         |                         | Whole Time<br>Director | 4500450              |
| Mr. Deval Ganguly      | Executive               | Whole Time<br>Director | 9360                 |
| Mr. Vivek Kumar        |                         |                        | -                    |
| Mr. Pankaj Shrimali    | Non- Executive          | Independent            | 22000                |
| Mr. Kuruvila Kuriakose |                         | Director               | -                    |
| Ms. Deepa Verma        |                         |                        | -                    |

#### **Details of Board Meetings**

During the Financial Year 2017-18 the Board of Directors met five times. The maximum gap between any two consecutive Board meetings was less than 120 days, as given below:

| Date of Meeting | No. of Directors<br>Present | Total Strength<br>of the Board |
|-----------------|-----------------------------|--------------------------------|
| 12.05.2017      | 8                           | 8                              |
| 05.08.2017      | 8                           | 8                              |
| 04.11.2017      | 8                           | 8                              |
| 03.02.2018      | 8                           | 8                              |
| 30.03.2018      | 6                           | 8                              |

Attendance record of the Directors at Board Meetings and at the Annual General Meeting (AGM) during the Financial Year 2017-18 is as under:

| Date of Meeting        | No. of<br>Board<br>Meetings<br>attended | Attendance<br>in AGM held<br>on 21st<br>September<br>2017 | Number of<br>other<br>Companies<br>in which<br>Directorship<br>held |
|------------------------|---|---|---|
| Mr. Ramesh Kumar Dua   | 5                                       | Present   | 3   |
| Mr. Mukand Lal Dua     | 5                                       | Present   | 2   |
| Mr. Nikhil Dua         | 4                                       | Present   | -   |
| Mr. Vivek Kumar        | 5                                       | Present   | 1   |
| Mr. Pankaj Shrimali    | 5                                       | Present   | 1   |
| Mr. Kuruvila Kuriakose | 4                                       | Absent  | 6   |
| Mr. Deval Ganguly      | 5                                       | Present   | -   |
| Ms. Deepa Verma        | 5                                       | Present   | -   |

The Company familiarizes its Independent Directors with the Company, their roles, rights, responsibilities in the Company, nature of the industry in which the Company operates, business model of the Company etc., through various programs.

The Familiarization programme for Independent Directors is available on the Company's website at the following web link: http://www.relaxofootwear.com/pdf/Familiarization-Report-2017-18.pdf.

# 3. COMMITTEES OF THE BOARD OF DIRECTORS

- I. Audit Committee
- II. Stakeholder Relationship Committee
- III. Nomination and Remuneration Committee
- IV. Corporate Social Responsibility (CSR) Committee

#### I. AUDIT COMMITTEE

The Company constituted the Audit Committee in line with the requirement of Section 177 of Companies Act, 2013 and in accordance with SEBI requirements.

The role of Audit Committee is as follows:

- Oversight of the company's financial reporting process and the disclosure of its financial information to ensure that the financial statement is correct, sufficient and credible:
- Recommendation for appointment, remuneration and terms of appointment of auditors of the company;
- Approval of payment to statutory auditors for any other services rendered by the statutory auditors;
- Reviewing, with the management, the annual financial statements and auditor's report thereon before submission to the board for approval, with particular reference to:

- Matters required to be included in the Directors' Responsibility Statement to be included in the Directors' Report in terms of clause (c) of subsection 3 of Section 134 of the Companies Act, 2013
- Changes, if any, in accounting policies and practices and reasons for the same.
- Major accounting entries involving estimates based on the exercise of judgment by management.
- Significant adjustments made in the financial statements arising out of audit findings.
- Compliance with listing and other legal requirements relating to financial statements.
- Disclosure of any related party transactions.
- Qualifications in the draft audit report
- Reviewing, with the management, the quarterly financial statements before submission to the board for approval.
- Reviewing, with the management, the statement of uses / application of funds raised through an issue (public issue, rights is sue, preferential issue, etc.), the statement of funds utilized for purposes other than those stated in the offer document / prospectus / notice and the report submitted by the monitoring agency monitoring the utilization of proceeds of a public or rights issue, and making appropriate recommendations to the Board to take up steps in this matter.
- Review and monitor the auditor's independence and performance, and effectiveness of audit process.
- Approval or any subsequent modification of transactions of the company with related parties.
- Scrutiny of inter-corporate loans and investments.
- Valuation of undertakings or assets of the company, wherever it is necessary.
- Evaluation of internal financial controls and risk management systems.
- Reviewing, with the management, performance of statutory and internal auditors, adequacy of the internal control systems;
- Reviewing the adequacy of internal audit function, if any, including the structure of the internal audit department, staffing and seniority of the official heading the department, reporting structure coverage and frequency of internal audit.
- Discussion with internal auditors of any significant findings and follow up there on.
- Reviewing the findings of any internal investigations by the internal auditors into matters where there is suspected fraud or irregularity or a failure of internal control systems of a material nature and reporting the matter to the board.
- Discussion with statutory auditors before the audit commences, about the nature and scope of audit as well as post-audit discussion to ascertain any area of concern;
- To look into the reasons for substantial defaults in the payment to the depositors, debenture holders, shareholders (in case of non-payment of declared dividends) and creditors.
- To review the functioning of the Whistle Blower mechanism.
- Approval of appointment of CFO (i.e., the whole-time Finance Director or any other person heading the finance function or discharging that function) after assessing the qualifications, experience and background, etc. of the candidate.
- Carrying out any other function as is mentioned in the terms of reference of the Audit Committee.

The Audit Committee is empowered, pursuant to the terms of reference to:

- Investigate any activity within its terms of reference and to seek any information it requires from any employee.
- Obtain legal or other independent professional advice and to secure the attendance of outsiders with relevant expertise, which is considered necessary.

#### **Composition and Attendance**

The Audit Committee comprised of Four Directors, namely, Mr. Pankaj Shrimali, Independent Director and Chairman of the Committee, Mr. Kuruvila Kuriakose, Independent Director, Mr. Vivek Kumar, Independent Director and Mr. Nikhil Dua, Executive Director.

The details of the meetings and the attendance of members of the Committee in the meetings held during the Financial Year 2017-18 are given below:

| Name of Members        | No. of Meetings<br>held | No. of Meetings attended |
|------------------------|-------------------------|--------------------------|
| Mr. Pankaj Shrimali    | 4                       | 4                        |
| Mr. Nikhil Dua         | 4                       | 4                        |
| Mr. Kuruvila Kuriakose | 4                       | 4                        |
| Mr. Vivek Kumar        | 4                       | 4                        |

Members of the Audit Committee have requisite Financial and Management expertise. The Company Secretary of the Company acts as the Secretary of the Committee

#### II. STAKEHOLDER RELATIONSHIP COMMITTEE

The Company has constituted Stakeholder Relationship Committee to specifically look into the redressal of Shareholders and Investors complaints.

The role of Stakeholder Relationship Committee is as follows:-

The Committee supervises the mechanism for redressal of investors' grievance and ensures cordial investors relations. The Committee performs the following functions:

- Transfer/transmission of shares.
- Split-up/sub-division and consolidation of shares.
- Issue of new and duplicate share certificates.
- Registration of Power of Attorneys, Probates, Letter of transmission or other documents.
- To open /close Bank Account(s) of the Company for remittance of dividend and issue instructions to bank from time to time in this regard
- To look into the redressal of shareholders' complaints and enquiries.
- Any allied matter out of and incidental to these functions

#### **Composition and Attendance**

The Committee comprised of three Directors, Mr. Vivek Kumar, Non-Executive Independent Director and Chairman of the Committee, Mr. Ramesh Kumar Dua, Managing Director and Mr. Mukand Lal Dua, Executive Director.

During the Financial Year 2017-18, six meetings of the Committee were held and the attendance of members at the meetings is given below:

| Name of Members      | No. of Meetings<br>held | No. of Meetings<br>attended |
|----------------------|-------------------------|-----------------------------|
| Mr. Vivek Kumar      | 6                       | 6                           |
| Mr. Ramesh Kumar Dua | 6                       | 6                           |
| Mr. Mukand Lal Dua   | 6                       | 6                           |

Company received 47 complaints, suggestions and grievances during the year, out of which 46 complaints were promptly dealt with and resolved within 15 days and one complaint is pending on 31st March, 2018

Company Secretary acts as the Secretary of the Committee

#### III. NOMINATION AND REMUNERATION COMMITTEE

The Company constituted "Nomination and Remuneration Committee" to recommend the Board of Directors, the compensation and remuneration of Directors and Senior Managerial Personnel.

The role of Nomination and Remuneration Committee as per the Nomination and Remuneration Policy is as follows:

- determining / recommending the criteria for appointment of Executive, Non-Executive and Independent Directors to the Board:
- determining / recommending the criteria for qualifications, positive attributes and independence of Directors;
- identifying candidates who are qualified to become Directors and who may be appointed in Senior Management and recommending to the Board their appointment and removal;
- reviewing and determining all elements of remuneration package of all the Executive Directors, i.e. salary, benefits, bonus, stock options etc.;
- reviewing and determining fixed component and performance linked incentives for Directors along with the performance criteria;
- determining policy on service contracts, notice period, severance fees for Directors and Senior Management and
- evaluating performance of each Director and performance of the Board as a whole;

The Committee also plays a role of a Compensation Committee and is responsible for administering the Stock Option Plan and Performance Share Plan of the Company and determining eligibility of employees for stock options.

# **Composition and Attendance**

The Committee comprised of three Non-Executive cum Independent Directors, Mr. Pankaj Shrimali, Chairman of the Committee, Ms. Deepa Verma and Mr. Vivek Kumar, members of the Committee. During the Financial Year 2017-18, four meetings of the Committee were held and the attendance of members at the meetings is given below:-

| Name of Members     | No. of Meetings<br>held | No. of Meetings attended |
|---------------------|-------------------------|--------------------------|
| Mr. Pankaj Shrimali | 4                       | 4                        |
| Mr. Vivek Kumar     | 4                       | 4                        |
| Ms. Deepa Verma     | 4                       | 4                        |

#### Nomination and Remuneration Policy of the Company

The Nomination and Remuneration Policy is also available on the website of the Company at the following link http://www.relaxofootwear.com/pdf/Nomination-and-remuneration-policy.pdf.

The Board's functioning was evaluated on various aspects, including inter alia degree of fulfillment of key responsibilities, Board structure and composition, role and accountability, management oversight, risk management, culture and communication, frequency and effectiveness of meetings.

The Committees of the Board were assessed on the basis of degree of fulfillment of key responsibilities, adequacy of Committee composition and effectiveness of meetings. The Chairman appointed for the Board Meetings was also evaluated by the all the Directors on the basis of managing relations, leadership, competence and diligence. Directors were evaluated on aspects such as attendance and contribution at Board/Committee Meetings, guidance/support to the

management outside Board/ Committee Meetings, professional qualifications and prior experience.

The Independent Directors performance evaluation was carried out by the entire Board, excluding the Director being evaluated. The performance evaluation of the Chairman and the Non Independent Directors was carried out by the Independent Directors who also reviewed the performance of the Board as a whole.

#### IV. CORPORATE SOCIAL RESPOSIBILITY (CSR) COMMITTEE

The Company has constituted a Corporate Social Responsibility (CSR) Committee as required under Section 135 of the Companies Act, 2013. The Committee has been constituted with the following terms of reference:

- Formulate and recommend to the Board, a CSR Policy indicating the activity or activities to be undertaken by the Company as specified in Schedule VII of the Companies Act, 2013.
- Recommend the amount to be spent on the CSR activities.
- · Monitor the Company's CSR Policy periodically.
- Attend to such other matters and functions as may be prescribed from time to time.

The Board has adopted the CSR Policy as formulated and recommended by the Committee. The same is available on the website of the Company at http://www.relaxofootwear.com/pdf/Corporate-Social-Responsibility-Policy.pdf.

The Annual Report on CSR activities for the Financial Year 2017-18 forms a part of the Directors' Report.

#### **Composition and Attendance**

The Committee comprised of four directors, Mr. Ramesh Kumar Dua, Managing Director and Chairman of the Committee, Mr. Mukand Lal Dua, Whole Time Director, Ms. Deepa Verma and Mr. Pankaj Shrimali Non-Executive cum Independent Directors. During the Financial Year 2017-18, one meeting of the Committee was held on 16.12.2017 and the attendance of members at the meeting is given below:-

| Name of Members      | No. of Meetings<br>held | No. of Meetings<br>attended |
|----------------------|-------------------------|-----------------------------|
| Mr. Ramesh Kumar Dua | 1                       | 1                           |
| Mr. Mukand Lal Dua   | 1                       | 1                           |
| Mr. Pankaj Shrimali  | 1                       | 1                           |
| Ms. Deepa Verma      | 1                       | 1                           |

# 4. DETAILS OF REMUNERATION PAID TO DIRECTORS FOR THE FINANCIAL YEAR 2017-18

i). The Managing Director and Whole-Time Directors are paid remuneration as per the terms approved by the Board of Directors of the Company and confirmed by the Shareholders of the Company and subject to such other statutory approvals as may be necessary. Details of remuneration paid to the Executive Directors for the Financial Year 2017-18 is as follows:

(₹ in Lacs)

| Name of<br>Directors    | Designation            | Salary | Commission | Total   |
|-------------------------|------------------------|--------|------------|---------|
| Mr. Ramesh Kumar<br>Dua | Managing<br>Director   | 134.80 | 1075.00    | 1209.80 |
| Mr. Mukand Lal Dua      | Whole Time<br>Director | 134.80 | 1075.00    | 1209.80 |
| Mr. Nikhil Dua          | Whole Time<br>Director | 92.71  | -          | 92.71   |
| Mr. Deval Ganguly       | Whole Time<br>Director | 185.94 | -          | 185.94  |

Mr. Ramesh Kumar Dua, Managing Director and Mr. Mukand Lal Dua, Whole-time Director of the Company were appointed with effect from 01.04.2014 for a period of five years and are related to each other. Mr. Nikhil Dua, Whole-time Director was appointed with effect from 01.10.2017 for a period of three years and is related to Mr. Mukand Lal Dua.

However, no one is entitled for any kind of severance fees from the Company.

ii) Non Executive Directors: - The sitting fee paid to Non-Executive Directors for the Financial Year 2017-18 was ₹3,90,000/- to Mr. Pankaj Shrimali, ₹3,85,000/- to Mr. Vivek Kumar, ₹2,80,000/- to Mr. Kuruvila Kuriakose and ₹3,10,000/- to Ms. Deepa Verma for attending the meetings.

#### 5. VENUE & TIME OF ANNUAL GENERAL MEETINGS

Venue, date and time of Annual General Meetings held during the last 3years and special resolutions passed:

| Year    | Venue  | No. of Special Resoulution | Day and Date                                  | Time      |
|---------|--|----------------------------|---|-----------|
| 2016-17 | Sri Sathya Sai International Centre, Lodhi Road,<br>Institutional Area, Pragati Vihar, New Delhi-110 003 | 5                          | Thursday, 21 <sup>st</sup><br>September, 2017 | 10.30 a.m |
| 2015-16 | do   | 1                          | Thursday, 15 <sup>th</sup><br>September, 2016 | 10.30 a.m |
| 2014-15 | do   | 1                          | Thursday, 24 <sup>th</sup><br>September, 2015 | 10.30 a.m |

#### 6. POSTAL BALLOT

There was no resolution at the last Annual General Meeting of the Company which was required to be passed through Postal ballot process.

# 7. DISCLOSURES

#### a) Related Party Transactions

There were no materially significant related party transactions with its Promoters, Directors or the Management, their subsidiaries or relatives, etc. that may have potential conflict with the interests of the Company at large. However, all related party transactions have been reported and form part of the Notes to Accounts of the Balance Sheet. The Company does not have any subsidiary. The policy for dealing with related parties is available at the site of the Company at the following link http://www.relaxofootwear.com/pdf/Policy-for-Transactions-with-related-Parties.pdf.

The Board of Directors during the year have approved amalgamation of M/s Marvel Polymers Private Limited and M/s Relaxo Rubber Private Limited (Related Parties) with your Company along with its shareholders and creditors. Your Company has received necessary approvals from stock exchanges (BSE & NSE) and has filed the first motion application with NCLT.

#### b) Disclosure of Accounting Treatment

The Company has followed all relevant Accounting Standards while preparing the Financial Statements.

#### c) Non-Compliance by the Company

There has not been any non-compliance by the Company and no penalties or stricture have been imposed on the Company by Stock Exchange, SEBI or any statutory authority, on any matter related to capital markets, during the last three years. The Company has complied with applicable rules and regulations prescribed by Stock Exchange, SEBI or any other statutory authority relating to Capital Market.

All Returns/Reports were filed within stipulated time with the Stock Exchanges / other authorities.

# d) Compliance of Regulation 27 of the SEBI Regulations 2015

The Company has complied with the mandatory requirements specified in Regulation 17 to 27 & clause 'b' to 'i' of sub-regulation (2) of Regulation 46 of the SEBI (LODR) Regulations 2015.

# e) Policy for Prevention of Insider Trading

With a view to prevent trading of shares of the Company by

an insider on the basis of unpublished price sensitive information, the Board has approved Policy for Prevention of Insider Trading and Code of Practices and Procedures for Fair Disclosure of Unpublished Sensitive Information in pursuance of the Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015. Under the Policy, insiders are prohibited to deal in the Company's shares while in possession of unpublished price sensitive information.

#### f) Vigil Mechanism/Whistle Blower Policy

To provide a formal mechanism to the Directors and employees to report their concerns about unethical behaviour, actual or suspected fraud or violation of the Company's Code of Conduct or Ethics Policy the Company has adopted a Whistle Blower Policy. The Whistle Blower Policy is available at the site of the company at following link http://www.relaxofootwear.com/pdf/Vigil-Mechanism-Policy.pdf. It is affirmed that no personnel of the Company has been denied access to the audit committee.

#### g) Non-Mandatory Requirements

The Company has complied with all the mandatory requirements of relevant regulations and schedules of Listing Regulations of SEBI (LODR) Regulations 2015 relating to Corporate Governance. The status of compliance with the Non-Mandatory requirements as per Part E of Schedule II is as under:

- The financial statements of the Company are unqualified.
- The Internal Auditor reports to the Audit Committee.

# h) Commodity price risk or foreign exchange risk and hedging activities

During Financial Year 2017-18, Company had foreign exchange exposure towards the term & working capital loans, import and export. However, the Company has hedged all its term loans and as a policy, hedges major part of the import and export transactions.

#### 8. RECONCILIATION OF SHARE CAPITAL

A qualified Practicing Company Secretary carried out quarterly examination of Secretarial Records to reconcile the total admitted share capital with National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL) and the total issued and listed capital. The audit confirmed that the total issued /paid-up capital was in agreement with the aggregate of total number of shares in physical form and the total number of dematerialized shares held with NSDL and CDSL.

#### 9. CODE OF CONDUCT

The Company has laid down a Code of Conduct for all the Board Members and Senior Management of the Company. The Code of Conduct is available on the web-site of the Company at www.relaxofootwear.com. All Board Members and Senior Management personnel have affirmed compliance with Code of Conduct. A declaration signed by the Managing Director is given below.

All the Board Members and Senior Management Personnel have affirmed compliance with the provisions of the Code of Conduct of Relaxo Footwears Limited for the Financial Year ended on 31st March, 2018.

Ramesh Kumar Dua

Managing Director DIN: 00157872

Delhi, 11th May, 2018

#### 10. MEANS OF COMMUNICATION

The Company ensures timely disclosure of all corporate financial information and other details relevant to the Shareholders.

In compliance with SEBI (LODR) Regulations, 2015, quarterly, half-yearly, nine months and annual financial statements of the Company are published in Economic Times (in English Language) and Navbharat Times (in Hindi Language).

The Financial Results of the Company for the quarter, half yearly, nine months and whole year are posted on website of the Company i.e. www.relaxofootwear.com with:

- Full version of the Annual Report including the Balance Sheet, statement of Profit and Loss, Directors' Report and Auditors' Report, Cash Flow Statement and Quarterly Financial Statements.
- · Shareholding Pattern.
- Quarterly & Annual presentation on the Financial Performance of the Company for analysts and shareholders.

#### 11. GENERAL SHAREHOLDERS INFORMATION

#### a) Annual General Meeting

Date : 27.09.2018 Time : 10.30 a.m.

Venue : Sri Sathya Sai International Centre

Lodhi Road, Institutional Area,

Pragati Vihar, New Delhi-110 003

#### b) Financial Year

1<sup>st</sup> April, 2017 – 31<sup>st</sup> March, 2018

#### c) Book Closure Date:

Friday, 21.09.2018 to Wednesday, 26.09.2018 (both days inclusive).

#### d) Dividend Payment Date:

On or before  $26^{th}$  October, 2018, (Subject to the approval of the Shareholders in AGM)

#### e) Registered Office:

Aggarwal City Square, Plot No. -10 Manglam Place, District Centre, Sector-3 Rohini Delhi -110085 Tel.: 011-46800600, 46800700

#### f) Listing on Stock Exchanges:

#### National Stock Exchange of India Limited,

Exchange Plaza C-1, Block - G, Bandra-Kurla Complex, Bandra (E) Mumbai-400 051.

Stock Symbol: NSE-RELAXO

(The annual listing fee for the year has been paid to NSE).

#### **BSE Limited**,

Phirozee Jeejeebhoy Towers, Dalal Street,

Mumbai-400001.

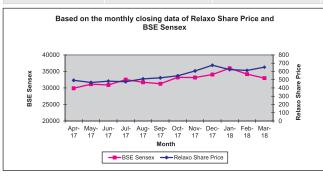
Stock Code: BSE-530517.

(The annual listing fee for the year has been paid to BSE)

#### g) Market Price Data

Table showing monthly price movement on BSE & NSE during the Financial Year 2017-18:

|              |        | the find fed 2017 for |        |        |        |        |
|--------------|--------|-----------------------|--------|--------|--------|--------|
|              |        | BSE                   |        |        | NSE    |        |
| Month & Year | High   | Low                   | Close  | High   | Low    | Close  |
| Apr-17       | 512.50 | 470.95                | 492.40 | 509.40 | 469.00 | 494.40 |
| May-17       | 526.50 | 450.10                | 466.00 | 528.00 | 446.55 | 466.15 |
| Jun-17       | 503.80 | 462.00                | 481.85 | 504.00 | 456.80 | 480.30 |
| Jul-17       | 554.90 | 470.50                | 475.65 | 554.00 | 454.95 | 475.40 |
| Aug-17       | 539.00 | 446.75                | 509.85 | 512.00 | 451.95 | 509.85 |
| Sep-17       | 542.90 | 484.75                | 522.95 | 543.00 | 491.80 | 524.95 |
| Oct-17       | 570.90 | 501.00                | 547.45 | 570.40 | 503.10 | 550.00 |
| Nov-17       | 649.15 | 532.50                | 606.15 | 647.30 | 544.50 | 606.85 |
| Dec-17       | 723.50 | 590.05                | 675.60 | 725.10 | 591.95 | 677.80 |
| Jan-18       | 697.60 | 613.80                | 622.25 | 698.95 | 606.05 | 622.15 |
| Feb-18       | 658.00 | 550.00                | 612.45 | 674.00 | 564.00 | 610.13 |
| Mar-18       | 667.05 | 598.80                | 651.40 | 662.55 | 595.00 | 642.10 |





h) Registrar and Transfer Agents: Securities and Exchange Board of India (SEBI), has made it mandatory for all the listed Companies that all the work relating to share transfer / registry, both in Physical and Electronic form, to be handled either wholly 'in house' by Companies or wholly by a SEBI registered external Registrar and Transfer Agent. The Company has appointed M/s. Karvy Computershare Private Limited as the Registrar and Transfer Agent of the Company. Detail of the Registrar and Transfer Agent of the Company is given below:-

M/s. Karvy Computershare Private Limited Karvy Selenium Tower B, Plot 31-32, Financial District

Gachibowli, Hyderabad - 500 032, Telangana,

Email:einward.ris@karvy.com

#### Share Transfer System

The request regarding physical share transfers and share

certificates should be addressed to Registrar and Transfer Agent. Such requests are processed within stipulated time from the date of receipt provided documents meet the stipulated requirement of statutory provisions in all respect. The share certificates duly endorsed are returned immediately to the shareholder by RTA. The details of transfer and transmission are placed before the Shareholders'/Investors' Grievance and Share Transfer Committee from time to time and the Board for noting and confirmation.

Pursuant to Regulation 40(9) & 40(10) of SEBI (LODR) Regulations 2015, Certificate on half yearly basis confirming due compliance with Share Transfer formalities by the Company and Certificate for timely dematerialization of shares as per SEBI (Depositories and Participants) Regulations, 1996, have been submitted to stock exchanges.

# Distribution Pattern as on 31st March, 2018

#### Shareholding pattern (in form of size):

|           |                             |                            | 2018                           |                       |                         |                            | 2017                          |                      |                         |  |
|-----------|-----------------------------|----------------------------|--------------------------------|-----------------------|-------------------------|----------------------------|-------------------------------|----------------------|-------------------------|--|
| S.<br>No. | No. of Equity<br>Share held | No. of<br>Share<br>holders | % of Total<br>Share<br>holders | No. of<br>Shares held | % of<br>total<br>Shares | No. of<br>Share<br>holders | % of toal<br>Share<br>holders | No of<br>Shares held | % of<br>total<br>Shares |  |
| 1         | 1-5000                      | 11312                      | 97.96                          | 2986777               | 2.48                    | 10570                      | 98.01                         | 2741957              | 2.28                    |  |
| 2         | 5001-10000                  | 109                        | 0.94                           | 796444                | 0.66                    | 102                        | 0.94                          | 765350               | 0.64                    |  |
| 3         | 10001- 20000                | 41                         | 0.36                           | 576277                | 0.48                    | 37                         | 0.34                          | 559871               | 0.47                    |  |
| 4         | 20001- 30000                | 22                         | 0.19                           | 552947                | 0.46                    | 19                         | 0.18                          | 485817               | 0.40                    |  |
| 5         | 30001- 40000                | 7                          | 0.06                           | 258220                | 0.22                    | 5                          | 0.05                          | 184355               | 0.15                    |  |
| 6         | 40001- 50000                | 7                          | 0.06                           | 311334                | 0.26                    | 1                          | 0.01                          | 47124                | 0.04                    |  |
| 7         | 50001- 100000               | 17                         | 0.15                           | 1231679               | 1.02                    | 18                         | 0.17                          | 1331945              | 1.11                    |  |
| 8         | 100001 & Above              | 33                         | 0.28                           | 113639942             | 94.42                   | 32                         | 0.30                          | 114013831            | 94.91                   |  |
|           | Total                       | 11548                      | 100.00                         | 120353620             | 100.00                  | 10784                      | 100.00                        | 120130250            | 100.00                  |  |

# ii) Shareholding pattern (in form of Ownership Category):

|           |                                 |                            |                                | 2018                  |                         | 2017                       |                               |                      |                         |
|-----------|---------------------------------|----------------------------|--------------------------------|-----------------------|-------------------------|----------------------------|-------------------------------|----------------------|-------------------------|
| S.<br>No. | Category                        | No. of<br>Share<br>holders | % of Total<br>Share<br>holders | No. of<br>Shares held | % of<br>total<br>Shares | No. of<br>Share<br>holders | % of toal<br>Share<br>holders | No of<br>Shares held | % of<br>total<br>Shares |
| 1         | Promoters                       | 12                         | 0.11                           | 89359000              | 74.25                   | 12                         | 0.11                          | 90009000             | 74.93                   |
| 2         | Bodies corporate                | 268                        | 2.32                           | 16056460              | 13.34                   | 239                        | 2.22                          | 16159787             | 13.45                   |
| 3         | Resident individuals            | 10562                      | 91.46                          | 5392063               | 4.48                    | 9923                       | 92.02                         | 5683153              | 4.73                    |
| 4         | HUF                             | 198                        | 1.72                           | 195307                | 0.16                    | 206                        | 1.91                          | 245060               | 0.21                    |
| 5         | Clearing Members                | 43                         | 0.37                           | 12215                 | 0.01                    | 69                         | 0.64                          | 27203                | 0.02                    |
| 6         | Non-resident Indians            | 382                        | 3.30                           | 513300                | 0.43                    | 285                        | 2.64                          | 397474               | 0.33                    |
| 7         | Foreign Institutional Investors | -                          | -                              | -                     | -                       | -                          | -                             | -                    | -                       |
| 8         | Others                          | 83                         | 0.72                           | 8825275               | 7.33                    | 50                         | 0.46                          | 7608573              | 6.33                    |
|           | Total                           | 11548                      | 100.00                         | 120353620             | 100.00                  | 10784                      | 100.00                        | 120130250            | 100.00                  |

#### k) Dematerialization of Shares:

The shares of the Company are under compulsory Demat Scheme. For the purpose of dematerialization of the shares, the Company has entered into the Agreements with two Depositories:

- 1 National Securities Depository Limited (NSDL)
- 2 Central Depository Services (India) Limited (CDSL)

The details of shares of the Company in demat and physical forms is given below:

#### **DEMATERALISATION OF SHARES AS ON 31.03.2018**

| Particulars                                     | No. of Shares | % of Paid up Capital | No. of Shareholders |
|---|---------------|----------------------|---------------------|
| National Securities Depository Limited (a)      | 117880737     | 97.94                | 6739                |
| Central Depository Services (India) Limited (b) | 1778523       | 1.48                 | 4557                |
| Shares in Demat Form (a+b)                      | 119659260     | 99.42                | 11296               |
| Shares in Physical Form (c)                     | 694360        | 0.58                 | 252                 |
| Total (a+b+c)                                   | 120353620     | 100.00               | 11548               |

#### l) Investors Correspondence:

All enquiries, clarifications and correspondence should be addressed to the Compliance Officer at the following address:

CS Vikas Kumar Tak, Company Secretary & Compliance Officer,

Relaxo Footwears Limited

Aggarwal City Square, Plot No -10, Manglam Place, District Centre, Sector-3 Rohini Delhi -110085

E-mail: vikastak@relaxofootwear.com

The Company addresses all complaints, suggestions, grievances and other correspondence expeditiously and replies are sent usually within 7-10 days except in case of other impediments. The Company endeavours to implement suggestions as and when received from the investors. During the year under review, a total of 47 investors' complaints were received and 46 were resolved.

#### m) Plant Locations

Location of Plants of the Company is given below:-

- RFL-I & II 326-327, MIE, Bahadurgarh, Haryana
- RFL-III A-1130 & 1130 (A), RIICO Industrial Area, Phase-III, Bhiwadi, Rajasthan
- RFL-IV 30/3/2, Mooja Hasanpur, Tikri Border Bahadurgarh, Haryana
- RFL-V 83-92, SIDCUL Industrial Area, BHEL, Haridwar, Uttarakhand
- RFL-VI 342-343, Footwear Park, Industrial Estate, Sector-17, Bahadurgarh, Haryana
- RFL-VII 328-329, MIE, Bahadurgarh, Haryana
- RFL VIII 37, Sector 4B, Bahadurgarh, Haryana

#### n) Corporate Identity Number (CIN): L74899DL1984PLC019097

#### o) Per Share Data

| Particulars   | 2017-18 | 2016-17 | 2015-16 | 2014-15 | 2013-14 |
|---|---------|---------|---------|---------|---------|
| Net Earning (₹in Crores)                              | 161.07  | 119.95  | 120.28  | 103.05  | 65.64   |
| Cash Earning (₹ in Crores)                            | 215.41  | 171.41  | 167.40  | 142.95  | 96.80   |
| EPS-Basic (in₹)                                       | 13.40   | 9.99    | 10.02   | 17.17   | 10.94   |
| Dividend (including Interim Dividend per share) (in₹) | 1.50    | 1.00    | 0.60    | 1.00*   | 0.50    |
| Dividend Pay out (%)                                  | 11.19   | 10.01   | 5.99    | 5.82    | 4.57    |
| Book Value Per Share (in ₹)                           | 63.25   | 50.48   | 39.99   | 61.30   | 46.09   |
| Face value Per Share (in ₹ )                          | 1.00    | 1.00    | 1.00    | 1.00    | 1.00    |

<sup>\*</sup> pre bonus

p) There were no outstanding ADRs/GDRs/Warrants or any other convertible instruments, conversions date and likely impact on equity during the year under review.

#### q) Transfer of unclaimed amount to Investor Education and Protection Fund (IEPF)

Pursuant to the provisions of Section 124, 125 and other relevant rules of the Companies Act, 2013, the dividend declared by the Company which remain unclaimed for a period of seven years shall be transferred by the Company to Investor Education and Protection Fund established by the Central Government.

During the year under review, the Company has deposited unpaid and unclaimed sum of ₹77156/- (Final Dividend for FY 2010) and ₹ 40657/- (Interim Dividend for FY 2011) to the Investor Education and Protection Fund.

The details of disclosure with respect to unclaimed demat suspense account is provided in point no 35 of the Directors Report.

#### r) Other useful information for the shareholders:

- Equity Shares of the Company are under compulsory demat trading. To avail the advantage of scripless trading, Shareholders are advised to consider dematerialization of their shareholding so as to avoid inconvenience in future.
- ii) Members/Beneficial owners are requested to quote their Folio No./ D.P. & Client ID Nos. as the case may be, in all correspondence with the Company.
- iii) In case of loss/misplacement of shares, a complaint shall be lodged with the Police Station and an intimation shall be sent to the Company along with original or certified copy of FIR/acknowledgement of the Complaint.
- iv) Beneficial owners of shares, in demat form, are advised that in terms of the Regulations of NSDL & CDSL, their Bank Account details, as furnished to the Depository Participants (DP) will be printed on their Dividend Warrants. The Company will not entertain requests for change of such bank details printed on their

- dividend warrants.
- v) Members holding shares in physical form, are requested to notify to the Company, change in their Address/Pin Code Number and Bank Account details promptly.
- vi) Beneficial owners of shares in demat form, are requested to send their instructions regarding change of address, bank details, nomination, power of attorney etc. directly to their DP as the same are maintained by them.

vii) Section 72 of Companies Act, 2013 extends nomination facility to individuals holding shares in physical form in Companies. Members, in particulars those holding shares in single name, may avail of the above facility by furnishing the particulars of their nomination in the prescribed Nomination form

For and on behalf of the Board of Directors

Ramesh Kumar Dua Mukand Lal Dua
Managing Director Whole Time Director
DIN - 00157872 DIN - 00157898

Delhi, 11<sup>th</sup> May, 2018

# **CEO/CFO CERTIFICATION**

Tο

The Board of Directors
Relaxo Footwears Limited
SUB: CEO/CFO Certification

We Ramesh Kumar Dua, Managing Director and Sushil Batra, Chief Financial Officer of Relaxo Footwears Limited, certify that:

- 1. We have reviewed financial statements and the cash flow statements for the Financial Year ended on 31st March, 2018.
- 2. To the best of our knowledge and information:
  - i) these statements do not contain any untrue statement or omit any material fact or contain statements that might be misleading.
  - ii) these statements together present a true and fair view of the Company's affairs and are in compliance with existing accounting standards, applicable laws and regulations.
- 3. There are, to the best of our knowledge and belief, no transactions, entered into by the Company during the year which are fraudulent, illegal or violative of the Company's code of conduct.
- 4. We accept responsibility for establishing and maintaining internal controls for financial reporting and we have evaluated the effectiveness of internal control systems of the Company pertaining to financial reporting and we have disclosed to the auditors and the Audit Committee, deficiencies in design or operation of such internal controls, if any, of which we are aware and the steps we have taken or propose to take to rectify these deficiencies.
- 5. We have indicated to the Auditors and the Audit Committee.
  - i. Significant changes in internal control over financial reporting during the year, if any:
  - ii. Significant changes in accounting policies during the year and that the same have been disclosed in the notes to the financial statements, if any; and
  - iii. Instances of fraud, whether or not significant, of which we have become aware and the involvement thereto, if any, of the management or an employee having a significant role in the Company's internal control system over financial reporting.

Ramesh Kumar Dua Sushil Batra

Managing Director Chief Financial Officer

Delhi, 11<sup>th</sup> May, 2018

# **MANAGEMENT DISCUSSION & ANALYSIS**

This report contains statements that are the Company's beliefs and may be considered to be "Forward Looking Statements" that describe our objective, plans or goals. All these forward looking statements are subject to certain risks and uncertainties, including, but not limited to, government action, local & global, political or economic developments, changes in legislation, technology risks, risk inherent in the Company's growth strategy, dependence on certain suppliers and other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements.

These forward looking statements included in this report are made only as on the date of this report and we undertake no obligation to publicly update these forward looking statements to reflect subsequent events or circumstances.

#### Industry structure and developments

According to Businesswire, India is the second largest global producer of footwear after China, accounting for 9% of the annual global production of 22 billion pairs. Presently about 90% of the footwear produce in the country is consumed by the domestic market and the rest is exported. The growing Indian fashion and lifestyle market has given an impetus to the footwear industry as well.

Footwear has evolved from being just a mere necessity as a protection for your feet to an important fashion accessory. Footwear industry in India is very optimistic right now with growing awareness about the latest trends and consciousness among consumers. This industry has seen a significant growth in the last few years. Rising incomes, advent of globalization, improved employment and living standards in the country has led to the expansion in the size of this market.

The government has approved a ₹ 2,600 crore special package over the next three years for development of footwear sector. The scheme would lead to development of infrastructure for the leather and footwear sector; address environmental concerns specific to the leather sector and facilitate additional investments, job creation and production.

The GST Council has fixed tax rate at 5% for footwear with MRP up to ₹500 and 18% for footwear over ₹ 500. Post GST, the Indian economy has witnessed a transition from an informal setup to a formal one. The organized footwear players will be able to outpace their unorganised counterparts by leveraging the advantage.

All types of footwear (leather & non-leather) will now have uniform tax rates pan India ensuring a level playing field which will boost the footwear Industry.

#### **Operating Environment**

As per Businesswire, Indian footwear industry has the potential to grow by 100% in next 5 years. The organized segment caters to ~ 40% of the market while unorganized players fetch the remaining market which essentially falls under micro, mini, small and medium enterprises.

The consumer's increased exposure to plastic money and imposition of GST is going to provide more organized retailing and trade transparency in long term.

Government of India has already commenced the "Make in India" campaign which has been proving beneficial in boosting manufacturing in India. Secondly, due to the ever increasing internet penetration and the overall ecosystem for e-commerce falling in place, a new distribution channel is emerging which is fuelling consumption among the millennials.

#### The Changing Consumer Behaviour

Demand for footwear is expected to remain strong over the forecast period. The category is anticipated to register a decent growth in coming years.

The way consumers are spending their money on various items has changed in recent years. With growing urbanisation and ever-increasing penetration of internet and social media, the buying behaviour of Indian consumers is changing rapidly.

Instant awareness and aspirations for the latest global trends with the advent of technology has increased frequency of shopping by consumers. Also, global fashion and lifestyle brands have started betting big on small cities of India.

The consumer has undergone a behavioural change in the last decade. He/she has become more tech savvy, extensively prone to digital marketing and practices, fashion conscious, demanding the latest trends and contemporary styles. Brand consciousness, higher discretionary incomes and greater choice has contributed to growth in footwear consumption.

#### Opportunities & Threats

Indian footwear market is quite under penetrated with per capita consumption of only ~1.66 pairs per annum against a global average of 3 pairs, while the developed countries average around 6-7 pairs.

However, the increasing significance of footwear is leading to an upsurge in the demand promising better growth prospects for footwear industry. The easy availability of variety of brands is fanning the potential of footwear industry even in tier-II and tier-III cities as the people are becoming more and more brand centric in these cities as well. The government measure to lower taxes on footwear is expected to address competition from the unorganised sector and imports.

The Indian footwear industry is gearing up to leverage its strengths towards maximizing benefits. Resource strength of India in the form of materials and skilled manpower is a comparative advantage for the country, among other things.

While the footwear industry is set for an exponential growth in the times to come, there are many challenges such as high competition from global brands and the frequent change in consumer tastes leading to quicker obsolescence and higher stock.

However, given the Company's four decades of experience in manufacturing and marketing of footwear, it would be better placed than its peers during any uncertain times.

#### **Risks and Concerns**

Global economic and political factors that are beyond the control, influence forecasts and may directly affect performance of the Company as well as the footwear industry.

These factors include interest rates and its impact on availability of retail space, rate of economic growth, fiscal and monetary policies of government, inflation, deflation, consumer credit availability, consumer debt levels, tax rates and policy, unemployment trends, terrorist threats and activities, worldwide military and domestic disturbances and conflicts, and other matters that influence consumer confidence and spending.

The Company is subject to risks arising from exchange rate fluctuations which may adversely affect our financial performance.

#### Internal Control System and its adequacy

The Company has special financial, operational and other control systems which are carried out by internal processes and which involve monitoring, independent evaluation and timely reporting to management in a systematic order to ensure that all the activities are performed in accordance with current policies, methods, instructions and limits. Robust system of internal controls facilitates accurate and timely compilation of financial statements and management reports, ensures regulatory and statutory compliance and safeguards investor interest by ensuring the highest level of governance. The control system ensures that all assets are safeguarded and protected and that the transactions are authorized, recorded and reported correctly.

The Company has a systematic audit process which is carried out by internal auditors independently as a part of internal control function and in the form of financial activities and compliance audit, independent of the external auditor's activities, considering the management and organizational needs.

The Company has all the mechanisms concerning the process of standard-setting, reporting, verifying the compliance with standards, decision-making and implementing, which are established by the board of directors in order to monitor, to keep under control and, if necessary, to change the risk/return structure of the future cash flows of the Company and accordingly, the quality and the extent of the Company's activities. The Company has developed a very comprehensive legal/ statutory compliance software tool and litigation tool with the help of external expert agency which drills down the responsibility of compliance from top management to executive level. These processes are fully automated and generate alerts for proper and timely compliance with regular MIS. To commensurate with the size of Company and its increasing scale and operations, Company is reviewing existing Delegation of Authority (DOA). This is key initiative to enhance existing internal controls and to further strengthen the Governance, Risk & Compliance (GRC) framework at Relaxo.

#### **Human Resources/Industrial Relation**

Over the last year HR has taken various initiatives for employee benefit and retention. The detailed information is provided in point no. 3 of the Director's Report. The relationship of your Company with employees had been cordial during the year.

As on 31st March, 2018, the total number of employees of the Company is 5738 against 4855 on 31st March, 2017.

#### Financial Performance of the Company

In the Financial Year 2017-18, your Company achieved record turnover of ₹ 1964.44 crores and profit of ₹ 161.07 crores. Detailed report on financial and non-financial performance of the Company is provided in point no 1, 2 € 3 of the Director's Report.

The Board has recommended a final dividend of  $\mathbb{T}$  1.50 per equity share (150% of Face Value of  $\mathbb{T}$  1) for the Financial Year 2017-18.

The Company has only one operating segment i.e. 'footwear and related

products' and the performance is already captured in point no 2 & 3 of the Directors Report and Financial Results.

#### Outlook

The demand for footwear products in India is to expand in the coming years as the customers do not compromise both with comfort and style. Our Company is well placed to meet the changing trends of the audience. Footwear industry has been recognised by the Government of India as a focus sector in the 'Make in India' mission.

The Company is constantly involved in branding and advertising and has engaged Bollywood actors like Salman Khan, Akshay Kumar, Shahid Kapoor and Shruti Haasan to endorse its brands. This not only makes the products aspirational but also creates a significant barrier for competition.

The Company has over 300 stores across the country, most of these stores are Company Owned and Company Operated (COCO), but the company has during the year opened few franchise stores in order to expand its retail footprint. We plan to open 30-40 more COCO / franchise stores in FY19. Our brand has carved a niche for itself in the competitive footwear retail sector. The Company's focus to gradually expand its retail presence remains intact.

To cater to the Gulf and South East Asian markets, Company has opened branch office in Dubai. This initiative will boost export and will smoothen the process of exports and will enable the Company to cater small export orders.

We undertook the amalgamation of Marvel Polymers Private Limited (MPPL) and Relaxo Rubber Private Limited (RRPL) with our Company, which is under process. The Company has received necessary approvals from BSE & NSE and has filed first motion application with NCLT. It will enable the Company to leverage on its larger net worth base, besides eliminating related party transactions between MPPL, RRPL and RFL and improving operating profits.

# **BUSINESS RESPONSIBILITY REPORT**

#### **About Relaxo**

Relaxo Footwears Limited (Relaxo) is largest footwear manufacturing company in India, which deals in non-leather products i.e. rubber / EVA / PU slippers, canvas/ sport / school shoes, sandals, etc. It has a portfolio of 10 brands including major brands like Relaxo, Flite, Sparx and Bahamas. The company sells its products through ~50,000 retailers served through distributors, 300 plus retail outlets, exports, e-commerce, modern trade etc. 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.

#### About Business Responsibility Report

The Securities and Exchange Board of India (SEBI) has mandated that the top 500 listed Companies by market capitalization to include Business

Responsibility Report in its Annual Report. The reporting framework is based on the 'National voluntary guidelines on social, environmental and economic responsibilities of business (NVGs)' released by the Ministry of Corporate Affairs, Government of India, in July 2011 which contains 9 principles and core elements for each of those 9 principles.

Since inception, Relaxo has consistently lived by and upheld its quality assurance by rigidly adhering to the statutes of Quality Par Excellence and absolute customer satisfaction. We are committed to our objectives of providing a platform for better governance and conducting the business practices in transparent and ethical manner.

The Business Responsibility Report for FY18 describing the initiatives undertaken by your Company in the prescribed format are given below:

#### **SECTION A: GENERAL INFORMATION ABOUT THE COMPANY**

- 1 Corporate Identity Number (CIN) of the Company
- 2 Name of the Company
- 3 Registered address
- 4 Website
- 5 E-mail id
- 6 Financial Year reported
- 7 Sector(s) that the Company is engaged in (industrial activity code-wise)
- 8 List three key products/services that the Company manufactures/provides (as in balance sheet)
- 9 Total number of locations where business activity is undertaken by the Company:
  - a) Number of International Locations
  - b) Number of National Locations
- 10 Markets served by the Company Local/State/National/International

#### L74899DL1984PLC019097

Relaxo Footwears Limited

Aggarwal City Square, Plot No. 10, Manglam Place, District Centre, Sector-3, Rohini, Delhi-110085

www.relaxofootwear.com

rfl@relaxofootwear.com

2017-18

Footwear (15202)

Relaxo is a non-leather footwear company and operates in 3 major categories i.e. Relaxo (rubber slippers), Flite (EVA & PU Slippers) and Sparx (sports and canvas shoes, sandals and sporty slippers).

Branch office -1

Manufacturing Plants – 8 Registered & Corporate office – 1

Retails Outlets - 302

Relaxo has Pan India Market along with presence in Gulf and South East Asia Market.

# **SECTION B: FINANCIAL DETAILS OF THE COMPANY**

| 1 | Paid up Capital   | 12.03                                      |
|---|---|--|
| 2 | Total Turnover  | 1964.44                                    |
| 3 | Total profit after taxes  | 161.07                                     |
| 4 | Total Spending on Corporate Social Responsibility (CSR) as percentage of profit after tax (%) | 1.73%                                      |
| 5 | List of activities in which expenditure in 4 above has been incurred                          | Health, Education and Skill<br>Development |

#### **SECTION C: OTHER DETAILS**

1 Does the Company have any Subsidiary Company/ Companies ?

2 Do the Subsidiary Company/Companies participate in the BR Initiatives of the parent company? If yes, then indicate the number of such subsidiary company(s)

3 Do any other entity/entities (e.g. suppliers, distributors etc.) that the Company does business with, participate in the BR initiatives of the Company? If yes, then indicate the percentage of such entity/entities?

Not Applicable

No

#### **SECTION D: BR INFORMATION**

1. Details of Director/Directors responsible for BR

(a) Details of the Director responsible for implementation of the BR policy/policies :

• DIN : **00157872** 

Name : Mr. Ramesh Kumar Dua
 Designation : Managing Director

#### (b) Details of the BR head

| S No. | Particulars      | Details                |
|-------|------------------|------------------------|
| 1     | DIN              | 00157872               |
| 2     | Name             | Mr. Ramesh Kumar Dua   |
| 3     | Designation      | Managing Director      |
| 4     | Telephone number | 011-46800600           |
| 5     | e-mail id        | rfl@relaxofootwear.com |

# 2. Principle-wise (as per NVGs) BR Policy/policies

(a) Details of compliance (Reply in Y/N)

| S. No. | Questions   | P1          | P2          | P3          | P4          | P5          | P6          | <b>P</b> 7 | P8          | P9          |
|--------|---|-------------|-------------|-------------|-------------|-------------|-------------|------------|-------------|-------------|
| 1.     | Do you have a policy/ policies for  | Υ           | Υ           | Υ           | Υ           | γ           | Υ           | N          | Υ           | Υ           |
| 2.     | Has the policy being formulated in consultation with the relevant stakeholders?   | Υ           | Υ           | Υ           | Υ           | Υ           | Υ           | NA         | Υ           | Υ           |
| 3.     | Does the policy conform to<br>any national / international<br>standards?  | Note 1      | ISO 14001   | NA         | Note 1      | Note 1      |
| 4.     | Has the policy being approved by the Board? If yes, has it been signed by MD/ owner/ CEO/ appropriate Board Director?     | Y<br>Note 2 | NA         | Y<br>Note 2 | Y<br>Note 2 |
| 5.     | Does the company have a specified committee of the Board/ Director/ Official to oversee the implementation of the policy? | Υ           | Υ           | Y           | Υ           | Υ           | Y           | NA         | Υ           | Y           |
| 6.     | Indicate the link for the policy to be viewed online?   | Note 3      | NA         | Note 3      | Note 3      |
| 7.     | Has the policy been formally communicated to all relevant internal and external stakeholders?                             | Υ           | Υ           | Υ           | Υ           | Υ           | Υ           | NA         | Υ           | Υ           |
| 8.     | Does the company have in-house structure to implement the policy/policies.  | Υ           | Υ           | Y           | Υ           | Υ           | Y           | NA         | Υ           | Y           |

| S. No. | Questions   | P1     | P2     | Р3     | P4     | P5     | Р6     | P7 | P8     | P9     |
|--------|---|--------|--------|--------|--------|--------|--------|----|--------|--------|
| 9.     | Does the Company have a grievance redressal mechanism related to the policy/ policies to address stakeholders' grievances related to the policy / policies? | Y      | Y      | Y      | Y      | Y      | Υ      | NA | Y      | Y      |
| 10.    | Has the company carried out independent audit/ evaluation of the working of this policy by an internal or external agency?                                  | Note 4 | NA | Note 4 | Note 4 |

#### Note:-

- 1. The policies generally comply with the basic laws of the nation, general business standards, fair trade practices and good corporate governance.
- 2. Policies have been signed by MD.
- 3. The policies which are mandatorily required to be uploaded on the website are available at the website of the Company i.e. http://www.relaxofootwear.com/investor-relations.aspx. Some of the policies which pertain to the employees of the Company are available on intranet.
- 4. Internal Audit team evaluates the policies on regular basis.

(b) If answer to the question at serial number 1 against any principle, is 'No', please explain why: (Tick up to 2 options)

| S.No. | Questions  | Principle 7: Businesses, when engaged in influencing public and regulatory policy, should do so in a responsible manner   |
|-------|--|---|
| 1     | The company has not understood the Principles.   | -   |
| 2     | The company is not at a stage where it finds itself in a position to formulate and implement the policies on specified principles. | -   |
| 3     | The company does not have financial or manpower resources available for the task.  | -   |
| 4     | It is planned to be done within next 6 months.   | •   |
| 5     | It is planned to be done within the next 1 year.   | -   |
| 6     | Any other reason (please specify)  | Relaxo is a member of various industrial and trade bodies. Your Company actively participates in these forums on issues and policy matters that impact the interest of our stakeholders. We prefer to be part of the broader policy development process and do not practice lobbying on any specific issue and hence do not feel such a policy is necessary, given our way of doing business. |

#### 3. Governance related to BR

| 1 | Indicate the frequency with which the Board of Directors,<br>Committee of the Board or CEO to assess the BR performance<br>of the Company. Within 3 months, 3-6 months, Annually,<br>More than 1 year | The Board of Directors of the Company assesses various initiatives forming part of the BR performance of the Company at least once a year                  |
|---|---|--|
| 2 | Does the Company publish a BR or a Sustainability Report?<br>What is the hyperlink for viewing this report? How frequently<br>it is published?  | Company publish its Business Responsibility Report annually with the Annual Report and these reports are available online at http://www.relaxofootwear.com |

### **SECTION E: PRINCIPLE-WISE PERFORMANCE**

#### Principle 1

 Does the policy relating to ethics, bribery and corruption cover only the company? Yes/ No. Does it extend to the Group/Joint Ventures/ Suppliers/Contractors/NGOs/Others?

#### **Code of Conduct**

Your Company is committed to the adherence to the highest standards of moral, ethical and legal principles and believe to run business in fair and transparent manner. Based on these principles, the Company has

laid down the Code of Conduct for employees and all its associates, that includes dealing with gifts, bribery, sexual harassment etc. Code of Conduct is signed by all the Executives at the time of joining the Company.

# Whistle Blower

In order to ensure the effective implementation of the Code of Conduct, your Company has strong Vigil Mechanism / Whistle Blower policy, applicable to all the employees and Directors that ensures

fearless reporting and fair treatment of the incidence. This policy is applicable to Directors, employees, vendors and other business partners of the Company.

2. How many stakeholder complaints have been received in the past financial year and what percentage was satisfactorily resolved by the management?

During the year the Company has received 1 complaint which was resolved by the management.

#### Principle 2

Relaxo commits to provide innovative, value-added footwear to all classes of society including all gender and age groups across regions, which are user-friendly as well as environment-friendly.

Your Company complies with all applicable environmental, legal and other requirements towards protecting the environment and conserving natural resources. Your Company strives to achieve continuous improvement in the environmental sustainability journey through clearly defined objectives and targets which are based on reduction in energy consumption, control on emissions and waste generation, conservation of water, reducing effluent discharge and creating environmental awareness.

 List up to 3 of your products or services whose design has incorporated social or environmental concerns, risks and/or opportunities.

As a leading footwear manufacturer, we at Relaxo continue to provide quality products at affordable prices to our customers. We continuously strive to use our innovative ability to upgrade and enhance the quality of products through technological advances in our manufacturing facilities to ensure optimum use of the resources with minimum impact on environment.

Our products like Ortho & Fitness range are specially designed for the comfort of the feet; while Hi-Heel & Cushion Series are economical and affordable products. In the youth segment; Company offers Bahamas & Flite products, which have attractive design and are available in wide range of colors. Sparx range contains trendy slippers, sandals & shoes in the premier range.

- For each such product, provide the following details in respect of resource use (energy, water, raw material etc.) per unit of product (optional):
  - (a) Reduction during sourcing/production/ distribution achieved since the previous year throughout the value chain?
  - (b) Reduction during usage by consumers (energy, water) has been achieved since the previous year?

Relaxo believes in "**save energy, save nation**" principle. Towards this, your Company has taken following steps to reduce the consumption of energy, water & raw material:

- Regular training for employees to manage the resources in an efficient manner.
- We have set up a solar power unit with a capacity of 75KW in our manufacturing site in Bahadurgarh, Haryana where ~58,000 kWh was generated in FY18.
- By-product recycling of EVA, PVC led to material wastage reduction and gain in yield.
- Rainwater harvesting facility is operational at our manufacturing facilities.
- Safe and environmental-friendly disposal mechanism of waste.
- The Company has installed modern and efficient machinery across its manufacturing units and has been able to save the usage of thermal & electrical energy.
- 3. Does the company have procedures in place for sustainable sourcing (including transportation)?

(a) If yes, what percentage of your inputs was sourced sustainably?

Yes. Major associates of the company, who are engaged in supplying of raw materials for shoe manufacturing process, are located nearby to the respective manufacturing units. Relaxo also has its own warehouses located in the vicinity of the manufacturing units, which not only enables to optimize the production-related costs but also significantly reduces the environmental impact of the transportation of material and components.

- 4. Has the company taken any steps to procure goods and services from local & small producers, including communities surrounding their place of work?
  - (a) If yes, what steps have been taken to improve their capacity and capability of local and small vendors?

Yes. Relaxo outsources and gets job-work done from nearby local and small vendors. Services like hospitality, security, and canteen facilities have also been outsourced to local and small vendors. Your Company continuously audits these suppliers for quality systems and manufacturing capabilities and also has a code of conduct for such business partners with whom agreement for supplies is undertaken.

 Does the company have a mechanism to recycle products and waste? If yes what is the percentage of recycling of products and waste (separately as <5%, 5-10%, >10%). Also, provide details thereof, in about 50 words or so.

Yes, your Company constantly endeavor to minimize waste generation, reduction at the source and ensure responsible waste disposal. Our sites are committed to 'Zero Waste to Landfill'. Relaxo has in-house facility to recycle by-product generated during the process. Waste generated after sheet cutting is sent to special recycling equipment like crackers & refiners to make it amenable for mixing along-with virgin materials. Waste generated as runners & C quality production is grounded and mixed with the virgin compound. Non-hazardous waste such as packaging material and scrap are recycled and reused.

### Principle 3

Please indicate the Total number of employees.
 Number of Permanent employees as on 31.03.2018 is 5738.

2. Please indicate the Total number of employees hired on temporary/contractual/casual basis.

Number of Temporary / Contractual / Casual employees as on 31.03.2018 is 8116.

- 3. Please indicate the Number of permanent women employees. Number of Permanent women employees as on 31.03.2018 is 170.
- 4. Please indicate the Number of permanent employees with disabilities

Number of Permanent employees with disabilities as on 31.03.2018 is 8.

Do you have an employee association that is recognized by management.

No, your Company does not have any employee association that is recognized by management.

6. What percentage of your permanent employees is members of this recognized employee association?

Not Applicable

Please indicate the Number of complaints relating to child labour, forced labour, involuntary labour, sexual harassment in the last financial year and pending, as on the end of the financial year.

| S.No. | Category  | No. of complaints<br>filed during the<br>Financial Year | No. of complaints<br>pending as on end of<br>the Financial Year |
|-------|---|---|---|
| 1.    | Child labour/forced<br>labour/involuntary<br>labour | Nil   | NA  |
| 2.    | Sexual harassment                                   | 1   | 1*  |
| 3.    | Discriminatory employment                           | Nil   | NA  |

<sup>\*</sup> As on date the Complaint has been duly resolved.

8. What percentage of your under mentioned employees were given safety & skill up-gradation training in the last year?

| (a) Permanent Employees                    | - 100% |
|--|--------|
| (b) Permanent Women Employees              | - 100% |
| (c) Casual/Temporary/Contractual Employees | - 100% |
| (d) Employees with Disabilities            | - 100% |

#### Principle 4

#### Has the company mapped its internal and external stakeholders?

Yes. your Company defines stakeholders 'as persons or groups who are directly or indirectly affected by the business, as well as those who may have interest in the business and/or the ability to influence its outcome, either positively or negatively'. Taking this definition, your Company has mapped both internal and external stakeholders and is committed towards understanding & addressing their concerns strategically.

Out of the above, has the company identified the disadvantaged, vulnerable & marginalized stakeholders.

Yes, your Company has identified underserved communities in the vicinity of the Plant locations as most vulnerable external stakeholders. However, the women and children were given more preference in all decision making.

 Are there any special initiatives taken by the company to engage with the disadvantaged, vulnerable and marginalized stakeholders. If so, provide details thereof, in about 50 words or so.

Relaxo CSR is working with the marginalized neighboring communities through projects under Education and Health. For education, Relaxo is working on the model of 'school-led-individual- & community development' and under health, the focus is on improving the accessibility, availability and affordability of primary health care facilities.

Apart from CSR, your Company has initiated 'Worker Education Program' for workers with the objective to help them to excel in life and career through pursuing their education further through NIOS (National Institute of Open Schooling).

#### Principle 5

 Does the policy of the company on human rights cover only the company or extend to the Group/Joint Ventures/Suppliers /Contractors/NGOs/Others?

At Relaxo, matters related to human rights are covered under the Code of Conduct Policy, the Vigil Mechanism Policy, Sexual Harassment Policy and Grievance Handling Policy. Most of these Policies are applicable not only to employees of the Company but to contract labour, business associates (suppliers, vendors and dealers) as well. Your Company does not employ any person below the age of eighteen as per our recruitment policy. Relaxo prohibits the use of forced labour at all our plants and dispirit the same with our business associates. The Code of Conduct Policy and the Vigil Mechanism Policy discourages violation of human rights and provide a fair and a transparent mechanism for reporting any such

violation.

2. How many stakeholder complaints have been received in the past financial year and what percent was satisfactorily resolved by the management?

No complaint was received pertaining to human rights violation during FY18.

#### Principle 6

 Does the policy related to Principle 6 cover only the company or extends to the Group/Joint Ventures/Suppliers/Contractors /NGOs/others.

Quality, Environment & Safety Policy pertains to Principle 6 extend only to the Company but does not cover suppliers and contractors.

2. Does the company have strategies/ initiatives to address global environmental issues such as climate change, global warming, etc.? Y/N. If yes, please give hyperlink for webpage etc.

Your Company has a Quality Environment & Safety Policy which is communicated to all employees. The Policy is available at all the plants.

3. Does the company identify and assess potential environmental risks? Y/N

Yes. Relaxo's manufacturing facilities have been certified for ISO 14001:2015 which is called Environmental Management System by British Standards Institute, a globally recognized certification body. The significant environmental aspects associated with all activities and their related actual or potential environmental impacts are identified, rated, prioritized and actions to reduce their impact are documented. This exercise is being done for all activities at a department level in all plants and is reviewed annually for any changes, whatsoever.

4. Does the company have any project related to Clean Development Mechanism? If so, provide details thereof, in about 50 words or so. Also, if Yes, whether any environmental compliance report is filed?

Your Company has wind power project of 6MW (4 WTG × 1.5MW) in Jodhpur district of Rajasthan state which resulted in reductions of greenhouse gas emissions that give long-term benefits to the mitigation of climate change. Relaxo has got the project registered with UNFCCC for CER credits.

5. Has the company undertaken any other initiatives on – clean technology, energy efficiency, renewable energy, etc. Y/N. If yes, please give hyperlink for web page etc.

Your Company is committed to promote a sustainable environment and drive progress through better engineered and energy efficient processes. Our focus on the ecosystem and environmental conservation are ingrained in the way we conduct our business.

6. Are the Emissions/Waste generated by the company within the permissible limits given by CPCB/SPCB for the financial year being reported?

We ensure that the emissions and waste generated by us at our various locations are well below the limits prescribed by CPCB and SPCB.

 Number of show cause/ legal notices received from CPCB/SPCB which are pending (i.e. not resolved to satisfaction) as on end of Financial Year.

We have not received any show cause notice from either CPCB or SPCB in FY18.

#### Principle 7

- Is your company a member of any trade and chamber or association? If Yes, Name only those major ones that your business deals with:
  - 1. CII (Confederation of Indian Industry)

- 2. PHD Chamber of Commerce
- 3. CIFI (Confederation of Indian Footwear Industries)
- 4. CFLA (Council for Footwear Leather and Accessories)
- 5. SATRA (International)
- 6. All India Rubber Association
- 7. Bahadurgarh Footwear Development Services Pvt. Ltd.
- Have you advocated/lobbied through above associations for the advancement or improvement of public good? Yes/No; if yes specify the broad areas (drop box: Governance and Administration, Economic Reforms, Inclusive Development Policies, Energy security, Water, Food Security, Sustainable Business Principles, Others)

We actively participate in these forums on issues and policy matters that impact the interest of our stakeholders. We prefer to be part of the broader policy development process and do not practice lobbying on any specific issue.

#### Principle 8

Your Company believes in the inclusive growth and equitable development of all the stakeholders and is committed to translating words into action. The Relaxo's business belief in providing a quality product at an affordable price is itself based on the values of inclusion. Before, mandatory CSR, the promotors of the RFL were involved in various philanthropic activities such as (a) Financial support to needy patients, (b) running of skill development center and (c) support to small grass-root level NGOs, through two registered Societies funded by promoters for the welfare of down-trodden people.

However, through CSR, your Company work strategically with the people at the bottom of the pyramid through impactful and sustainable projects under two thematic areas, 'Education & Skill Development' and 'Health & Hygiene'. Programs under Education are focused towards empowering the children to be contributing & productive individuals whereas the Health initiatives are to provide curative, preventive and promotive healthcare to the resource-deprived communities.

 Does the company have specified programmes/ initiatives/projects in pursuit of the policy related to Principle 8?

Your Company has CSR Policy in place to ensure the inclusive growth and equitable development of downtrodden people living in the surrounding areas to the business location. Relaxo Foundation vision statement reflects the business commitment towards the sustained development of most deprived communities.

2. Are the programmes/projects undertaken through in-house team/own foundation/external NGO/government structures/any other organization?

Your Company has constituted Relaxo Foundation (Special Purpose Vehicle), a Society registered under Societies Registration Act 1860 to implement CSR activities. Relaxo Foundation identifies the thrust area, conceptualize & design the project, and post-implementation do the close monitoring of the project as well. However, the on-ground implementation is carried out by the credible NGO partners. These NGO partners get identified through a rigorous process of due diligence. Few of the NGO partners are –

- Navjyoti India Foundation for Remedial Education program
- Plan International (India Chapter) for Model School project Education program
- Dr. Shroff's Charity Eye Hospital for project 'Nayan'- (project on preventable blindness)

- Smile Foundation for project Smile on Wheel (comprehensive healthcare)
- GMR Varalakshmi Foundation for Customer Service Associate
   (vocational training course)

#### 3. Have you done any impact assessment of your initiative?

All our CSR projects are designed professionally with clearly defined project goal, objectives, activities, expected outcome, and indicators to measure the success. Furthermore, the baseline and end line assessment forms an integral part of all our CSR projects. Against these indicators, the regular monitoring is being done by the Relaxo Foundation. However, we consider independent impact assessment as equally crucial and intend to have an independent assessment at the end of the projects. Presently, most of our projects are in the implementation phase, so we have undertaken a mid-term assessment to ensure whether the project is moving in the right direction or not and if required, the mid-term course correction is being done.

 What is your company's direct contribution to community development projects- Amount in INR and the details of the projects undertaken.

During the year, your Company has contributed ₹2.78 Crores to its implementation agency i.e. Relaxo Foundation. Whereas Relaxo Foundation has incurred amount of ₹1.70 Crores on different CSR projects. The details of the projects are mentioned in the **Annexure E**.

5. Have you taken steps to ensure that this community development initiative is successfully adopted by the community?

Your Company considers community as the most important stakeholder for CSR projects and ensures their active involvement at all the stages right from need assessment to impact assessment. For sustainability of the project, key stakeholders are identified and capacitated during the project duration to take ownership of the project later. For instance, in our school-based intervention along with teachers, we are engaging and empowering School Management Committee & parent groups.

#### Principle 9

 What percentage of customer complaints/consumer cases are pending as on the end of financial year.

Nil consumer complaints are pending as on 31.03.2018

 Does the company display product information on the product label, over and above what is mandated as per local laws? Yes/No/N.A./Remarks (additional information)

Your company displays all information as mandated by the statutory regulations to ensure full compliance with relevant laws.

 Is there any case filed by any stakeholder against the company regarding unfair trade practices, irresponsible advertising and/or anti-competitive behaviour during the last five years and pending as on end of financial year. If so, provide details thereof, in about 50 words or so.

No case has been filed by any stakeholder against the Company regarding unfair trade practices, irresponsible advertising and/or anti-competitive behavior during last five years.

4. Did your company carry out any consumer survey/ consumer satisfaction trends?

At the new product development division, the company regularly conducts market sensing and monitors evolving consumer needs to develop relevant products. Relaxo also seeks consumer and trade feedback before and after launch of its products.

# **Independent Auditors' Report**

#### TO THE MEMBERS OF RELAXO FOOTWEARS LIMITED

#### **Report on the IND AS Financial Statements**

We have audited the accompanying Ind AS financial statements of Relaxo Footwears Limited ("the Company"), which comprise the Balance Sheet as at 31<sup>st</sup> March, 2018, the Statement of Profit and Loss (including Other Comprehensive Income), the Cash Flow Statement and the Statement of Changes in Equity for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's Responsibility for the Ind AS Financial Statements

The Company's Board of Directors is responsible for the matters stated in section 134(5) of the Companies Act, 2013 ("the Act") with respect to the preparation of these Ind AS financial statements that give a true and fair view of the state of affairs (financial position), profit (financial performance including other comprehensive income), cash flows and changes in equity of the Company in accordance with the accounting principles generally accepted in India, including the Indian Accounting Standards (Ind AS) prescribed under section 133 of the Act. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Ind AS financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

# **Auditors' Responsibility**

Our responsibility is to express an opinion on these Ind AS financial statements based on our audit. We have taken into account the provisions of the Act, the accounting and auditing standards and matters, which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder.

We conducted our audit of the Ind AS financial statements in accordance with the Standards on Auditing specified under section 143(10) of the Act. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Ind AS financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the Ind AS financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the Ind AS financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Company's preparation of the Ind AS financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Company's Directors, as well as evaluating the overall presentation of the Ind AS financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Ind AS financial statements.

#### Opinion

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid Ind AS financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India including the Ind AS, of the state of affairs (financial position) of the Company as at 31<sup>st</sup> March, 2018 and its profit (financial performance including other comprehensive income), its cash flows and the changes in equity for the year ended on that date.

#### Other Matters

The comparative Ind AS financial statements of the Company for financial year ended on 31<sup>st</sup> March, 2017 included in these Ind AS financial statements have been audited by predecessor auditors whose report for the year ended on 31<sup>st</sup> March, 2017 dated 12<sup>th</sup> May, 2017 expressed an unmodified opinion on those financial statements.

Our opinion on the Ind AS financial statements and our report on Other Legal and Regulatory Requirements below is not modified in respect of these matters.

#### Report on Other Legal and Regulatory Requirements

- 1. As required by the Companies (Auditor's Report) Order, 2016 ("the Order") issued by the Central Government of India in terms of section 143 (11) of the Act, we give in the Annexure 'A' a statement on the matters specified in paragraphs 3 and 4 of the Order.
- 2. As required by section 143(3) of the Act, we report that:
  - (a) We have sought and obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our audit.
  - (b) In our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books.
  - (c) The Balance Sheet, the Statement of Profit and Loss, the Cash Flow Statement and Statement of Changes in Equity dealt with by this Report are in agreement with the books of account.
  - (d) In our opinion, the aforesaid Ind AS financial statements comply with the Indian Accounting Standards prescribed under section 133 of the Act.
  - (e) On the basis of written representations received from the directors as on 31<sup>st</sup> March, 2018 and taken on record by the Board of Directors, none of the directors is disqualified as on 31<sup>st</sup> March, 2018 from being appointed as a director in terms of section 164 (2) of the Act.
  - (f) With respect to the adequacy of the internal financial controls over financial reporting of the Company and the operating effectiveness of such controls, refer to our separate report in Annexure 'B'.

- (g) With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:
  - The Company has disclosed the impact of pending litigations on its financial position in its Ind AS financial statements - Refer Note 37 to the Ind AS financial statements;
  - The Company did not have any long term contracts including any derivative contracts for which there were any material foreseeable losses:
  - iii. There has been no delay in transferring amounts, required to be transferred, to the Investor Education and Protection Fund by the Company.

For **BR Maheswari & Co LLP**Chartered Accountants
Firm's Registration No. 001035N/N500050

Sudhir Maheshwari

Place: Delhi Partner
Date: 11th May, 2018 Membership No.081075

# Annexure'A' to the Independent Auditors' Report

(Referred to in Paragraph 1 under the heading "Report on other legal and regulatory requirements" of our report of even date)

- 1) In respect of its fixed assets:
  - (a) The Company has maintained proper records showing full particulars including quantitative details and situation of fixed assets.
  - (b) According to the information and explanations given to us, fixed assets have been physically verified by the management in a phased periodical manner which in our opinion is reasonable having regard to the size of the Company and nature of its assets. No material discrepancies were noticed on such verification.
  - (c) Based upon the audit procedure performed and according to the records of the Company, the title deeds of all the immovable properties are held in the name of the Company
- 2) In respect of its inventories:
  - (a) The management has physically verified the inventories. In our opinion, the frequency of verification is reasonable.
  - (b) The discrepancies noticed on verification between the physical stocks and the book records were not material and such discrepancies have been properly dealt with in the books of accounts
- 3) According to the information and explanations given to us, the Company has not granted any loans, secured or unsecured to companies, firms, Limited Liability Partnerships or other parties covered in the register maintained under section 189 of the Act.
- 4) In our opinion and according to the information and explanations given to us, the Company has not granted any loans or provided any guarantees or security to the parties cover under section 185 of the Act. In respect of investments made by the Company, the provisions of section 186 of the Act have been complied with.
- 5) According to the information and explanations given to us, the Company has not accepted any deposit from the public during the year in terms of the provisions of section 73 to 76 of the Act or any other relevant provisions of the Companies Act, 2013 and the rules made thereunder.
- 6) In our opinion and according to the information and explanations given to us, the maintenance of cost records has not been specified by the Central Government under section 148(1) of the Companies Act, 2013 for the business activities carried out by the Company. Thus reporting under clause 3(vi) of the order is not applicable to the Company.
- 7) (a) According to the information and explanations given to us, the Company has generally been regular in depositing with appropriate authorities undisputed statutory dues including Provident Fund, Employees' State Insurance, Income Tax, Sales Tax, value Added Tax, Service Tax, Custom Duty, Excise Duty, Cess & other material statutory dues applicable to it.
  - According to the information and explanations given to us, no undisputed amounts payable in respect of the aforesaid dues were outstanding as at 31<sup>st</sup> March, 2018 for a period of more than six months from the date they become payable.
  - (b) According to the information and explanations given to us, the following disputed statutory dues aggregating to ₹ 2.76 Crores, that have not been deposited on account of matters pending before appropriate authorities, are as under: -

| S.No. | Name of the Statute                      | Nature of<br>the Dues | Amount  | Period to which the amount relates                                | Forum where dispute is pending                       |
|-------|--|-----------------------|---------|---|--|
| 1.    | Haryana General Sales                    | Purchase Tax          | 0.20    | 2001-02   | Jt. Commissioner                                     |
|       | Tax Act, 1973                            |                       | 0.15    | 2002-03   | Jt. Commissioner                                     |
| 2.    | Delhi Value Added Tax                    | Input Tax             | 0.03    | 2005-06   | Appellate Tribunal,                                  |
|       | Act, 2005                                |                       | 0.22    | 2013-14   | Delhi  |
| 3.    | Maharashtra Value<br>Added Tax Act, 2002 | Value Added<br>Tax    | 0.01    | 2013-14   | Dy. Commissioner of Sales Tax.                       |
| 4.    | Karnataka Value Added                    | Value Added           | 0.08    | 2012-13   | СТО  |
|       | Tax Act, 2003                            | Tax                   | 0.01    | 2014-15   | Jt. Commissioner-<br>Commercial Taxes,<br>Bangalore. |
| 5.    | Income Tax Act, 1961                     | Income Tax(*)         | 2.02(*) | Assessment Years 2013-14,<br>2015-16 and 2016-17                  | Assessing Officer                                    |
|       |  | TDS                   | 0.04    | 2008-09 to 2011-12,<br>2013-14 to 2015-16,<br>2017-18 and 2018-19 | Commissioner (A),<br>ITAT, Assessing Officer         |
|       | Total                                    |                       | 2.76    |   |  |

- (\*) The above demands are on account of Dividend Distribution Tax (DDT) credit not given by Income Tax Department while issuing intimations under section 143(1) of the Income Tax Act, 1961. Company has disputed the same demands as Company has already deposited the DDT on time and has also submitted the proof for payment of same to Income Tax Department for deleting the said demands.
- 8) Based on the information and explanations given to us, we are of the opinion that the Company has not defaulted in repayment of loans and borrowings to banks. The Company did not have any outstanding loans and borrowings from government and debenture holders during the year.
- 9) The company has not raised any money by way of initial public offer, further public offer (including debt instruments) during the year. In our opinion, the term loans have been applied for the purpose for which they were obtained.
- 10) In our opinion and according to the information and explanations given to us, no fraud on or by the Company by its officers or employees has been noticed or reported during the year.
- 11) In our opinion, the managerial remuneration has been paid or provided in accordance with the requisite approvals mandated by the provisions of section 197 read with Schedule V to the Act.
- 12) In our opinion, the Company is not a Nidhi Company. Therefore, the provisions of clause 3(xii) of the Order are not applicable to the Company.
- 13) In our opinion, all transactions with the related parties are in compliance with sections 177 and 188 of the Act where applicable and the details have been disclosed in the Ind AS Financial Statements, as required by the applicable Indian accounting standards.

- 14) The company has not made any preferential allotment or private placement of shares or fully or partly convertible debentures during the year, therefore reporting under clause 3(xiv) of the Order are not applicable.
- 15) According to the information and explanations given to us and on an overall examination of the financial statements of the Company, we report that the Company has not entered into any non- cash transaction with directors or persons connected with him, therefore reporting under clause 3(xv) of the Order are not applicable.
- 16) In our, opinion, the Company is not required to be registered under section 45-IA of the Reserve Bank of India Act, 1934.

For **BR Maheswari & Co LLP**Chartered Accountants
Firm's Registration No. 001035N/N500050

Sudhir Maheshwari

Place: Delhi Partner
Date: 11th May, 2018 Membership No.081075

# Annexure'B' to the Independent Auditors' Report

(Referred to in Paragraph 2(f) under the heading "Report on other legal and regulatory requirements" of our report of even date)

# Report on the Internal Financial Controls under clause (i) of sub section 3 of section 143 of the Companies Act, 2013 ("the Act")

We have audited the internal financial controls over financial reporting of Relaxo Footwears Limited ("the Company") as of 31<sup>st</sup> March, 2018 in conjunction with our audit of the Ind AS financial statements of the Company for the year ended on that date.

#### Management's Responsibility for Internal Financial Controls

The Company's management is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India. These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Companies Act, 2013.

#### **Auditors' Responsibility**

Our responsibility is to express an opinion on the Company's internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting (the "Guidance Note") and the Standards on Auditing, issued by ICAI and deemed to be prescribed under section 143(10) of the Companies Act, 2013, to the extent applicable to an audit of internal financial controls, both applicable to an audit of Internal Financial Controls and, both issued by the Institute of Chartered Accountants of India. Those Standards and the Guidance Note require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether adequate internal financial controls over financial reporting was established and maintained and if such controls operated effectively in all material respects.

Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. Our audit of internal financial controls over financial reporting included obtaining an understanding of internal financial controls over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Company's internal financial controls system over financial reporting.

# Meaning of Internal Financial Controls Over Financial Reporting

A company's internal financial control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal financial control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that,

in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

# Inherent Limitations of Internal Financial Controls Over Financial Reporting

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

#### Opinion

In our opinion, the Company has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at 31st March, 2018 based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

For **B R Maheswari & Co LLP** Chartered Accountants Firm's Registration No. 001035N/N500050

Sudhir Maheshwari

Place: Delhi Partner
Date: 11th May, 2018 Membership No.081075

(₹ in Crores)

| Particulars                         | Note No. | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|-------------------------------------|----------|---------------------------|---------------------------|--------------------------|
| ASSETS                              |          |                           |                           |                          |
| Non-Current Assets                  |          |                           |                           |                          |
| Property, Plant and Equipment       | 1        | 469.81                    | 479.80                    | 462.30                   |
| Capital Work-in-Progress            | 1        | 136,44                    | 61.91                     | 27.99                    |
| Intangible Assets                   | 2        | 55.05                     | 61.22                     | 67.92                    |
|                                     | 2        | 1.14                      | 0.51                      | 0.24                     |
| Intangible Assets under Development | 2        | 1.14                      | 0.51                      | 0.22                     |
| Financial Assets                    | _        |                           |                           |                          |
| Investments                         | 3        | 0.20                      | 0.70                      | 0.50                     |
| Loans                               | 4        | 16.20                     | 14.56                     | 13.7                     |
| Other Financial Assets              | 5        | 0.61                      | 0.90                      | 5.73                     |
| Other Non-Current Assets            | 6        | 8.64                      | 4.01                      | 5.59                     |
|                                     |          | 688.09                    | 623.61                    | 583.98                   |
| Current Assets                      |          |                           |                           |                          |
| Inventories                         | 7        | 313.93                    | 290.21                    | 285.84                   |
| Financial Assets                    | •        | 313133                    | 250121                    | 203.0                    |
| Investments                         | o        | 0.50                      | _                         |                          |
|                                     | 8        | 0.50                      |                           | 100.5                    |
| Trade Receivables                   | 9        | 192.35                    | 123.18                    | 108.69                   |
| Cash and Cash Equivalents           | 10       | 3.12                      | 3.51                      | 2.24                     |
| Other Bank Balances                 | 11       | 0.88                      | 0.14                      | 0.13                     |
| Loans                               | 12       | 0.39                      | 0.28                      | 0.29                     |
| Other Financial Assets              | 13       | 1.25                      | 3.43                      | 6.19                     |
| Other Current Assets                | 14       | 68.22                     | 25.98                     | 21.32                    |
|                                     |          | 580.64                    | 446.73                    | 424.70                   |
| Total Assets                        |          |                           |                           |                          |
| Total Assets                        |          | 1268.73                   | 1070.34                   | 1008.68                  |
| EQUITY AND LIABILITIES              |          |                           |                           |                          |
| Equity                              |          |                           |                           |                          |
| Equity Share Capital                | 15       | 12.03                     | 12.01                     | 12.00                    |
| Other Equity                        | 16       | 749.18                    | 594.36                    | 477.64                   |
| Total Equity                        |          | 761.21                    | 606.37                    | 489.64                   |
| Liabilities                         |          |                           |                           |                          |
| Non-Current Liabilities             |          |                           |                           |                          |
| Financial Liabilities               |          |                           |                           |                          |
| Borrowings                          | 17       | 39.26                     | 70.94                     | 119.86                   |
| Other Financial Liabilities         | 18       | 0.71                      | 0.40                      | 0.59                     |
| Provisions                          | 19       | 7.76                      | 7.26                      | 5.28                     |
| Deferred Tax Liabilities (Net)      | 20       | 26.31                     | 25.50                     | 23.20                    |
| Deferred Tax Clabilities (Net)      | 20       | 74.04                     | 104.10                    | 148.99                   |
| Current Liabilities                 |          | 74.04                     | 104.10                    | 140.5                    |
| Financial Liabilities               |          |                           |                           |                          |
|                                     | 24       | 05.55                     | 50.05                     | 00.0                     |
| Borrowings                          | 21       | 86.09                     | 60.89                     | 89.6                     |
| Trade Payables                      | 22       | 174.90                    | 125.70                    | 122.3                    |
| Other Financial Liabilities         | 23       | 92.63                     | 99.41                     | 90.30                    |
| Other Current Liabilities           | 24       | 70.48                     | 70.31                     | 60.2                     |
| Provisions                          | 25       | 6.75                      | 2.38                      | 4.77                     |
| Current Tax Liabilities (Net)       | 26       | 2.63                      | 1.18                      | 2.78                     |
|                                     |          | 433.48                    | 359.87                    | 370.05                   |
| Total Liabilities                   |          | 507.52                    | 463.97                    | 519.04                   |
| Total Elabilities                   |          |                           |                           |                          |

The accompanying notes are an Integral part of Financial Statements

As per our report of even date

For B R Maheswari & Co LLP

Chartered Accountants Firm's Registration No. 001035N/N500050

Sudhir Maheshwari

Partner

Membership No. 081075

Delhi, 11th May, 2018

For and on behalf of the Board of Directors

Ramesh Kumar Dua

Managing Director DIN:00157872

**Sushil Batra**Chief Financial Officer

Mukand Lal Dua

Whole Time Director DIN :00157898

אפא/כוטט: אווע

# STATEMENT OF PROFIT AND LOSS FOR THE YEAR ENDED 31st MARCH, 2018

(₹ in Crores)

| Particulars  | Note No. | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|--|----------|--------------------------------|--------------------------------|
| INCOME   | 27       | 1054.44                        | 1051.07                        |
| Revenue from Operations  |          | 1964.44                        | 1651.97                        |
| Other Income   | 28       | 4.46                           | 13.61                          |
| Total Income   |          | 1968.90                        | 1665.58                        |
| EXPENSES   |          |                                |                                |
| Cost of Materials Consumed   |          | 705.69                         | 580.13                         |
| Purchases of Stock-in-Trade  |          | 190.94                         | 140.54                         |
| Changes in Inventories of Finished Goods, Stock-in-Trade and Work-in-Progress                                  | 29       | (13.62)                        | 5.16                           |
| Excise Duty on Sale of Goods   |          | 7.52                           | 20.82                          |
| Employee Benefits Expense  | 30       | 214.08                         | 177.04                         |
| Finance Costs  | 31       | 8.59                           | 15.03                          |
| Depreciation and Amortisation Expense  | 32       | 54.34                          | 51.46                          |
| Other Expenses   | 33       | 557.74                         | 497.37                         |
| Total Expenses   |          | 1725.28                        | 1487.55                        |
| Profit Before Tax  |          | 243.62                         | 178.03                         |
| Tax Expense  | 34       |                                |                                |
| Current Tax  |          | 81.53                          | 57.23                          |
| Deferred Tax   |          | 1.02                           | 1.02                           |
| Tax for Earlier years (Net)  |          | 0.00                           | (0.17)                         |
|  |          | 82.55                          | 58.08                          |
| Profit for the Year  |          | 161.07                         | 119.95                         |
| Other Comprehensive Income   |          |                                |                                |
| Items that will not be reclassified to Profit or Loss  |          |                                |                                |
| Remeasurement Gains / (Losses) on Defined Benefit Plan   | 39(b)    | (0.61)                         | 3.51                           |
| Income Tax effect  | 34       | 0.21                           | (1.22)                         |
|  |          | (0.40)                         | 2.29                           |
| <b>Total Comprehensive Income for the Year</b> (Comprising Profit and Other Comprehensive Income for the year) |          | 160.67                         | 122.24                         |
| Earnings Per Equity Share of ₹ 1/- each (In ₹ )  | 41       |                                |                                |
| Basic  |          | 13.40                          | 9.99                           |
| Diluted  |          | 13.38                          | 9.98                           |

The accompanying notes are an Integral part of Financial Statements

As per our report of even date

For B R Maheswari & Co LLP

**Chartered Accountants** 

Firm's Registration No. 001035N/N500050

Sudhir Maheshwari

Partner

Membership No. 081075

Delhi, 11th May, 2018

For and on behalf of the Board of Directors

Ramesh Kumar Dua Managing Director

DIN :00157872

**Sushil Batra** Chief Financial Officer **Mukand Lal Dua** Whole Time Director DIN :00157898

| Particulars  | Note No. | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|--|----------|--------------------------------|--------------------------------|
| Cash flow from Operating Activities  |          |                                |                                |
| Profit Before Tax  |          | 243.62                         | 178.03                         |
| Adjustments  |          |                                |                                |
| Depreciation and Amortisation Expense  | 32       | 54.34                          | 51.46                          |
| Finance Costs  | 31       | 8.59                           | 15.0                           |
| Interest Income  | 28       | (0.58)                         | (0.74                          |
| Net Gain on Sale of Current Investments carried at Fair Value through Profit or Loss (FVTPL)     | 28       | (0.50)                         | (0.01                          |
| Net Unrealised Foreign Exchange Gain   |          | (3.85)                         | (9.92                          |
| Share Based Payments   | 30       | 4.07                           | 1.3                            |
| Fair Valuation loss on Derivatives   | 33       | 0.27                           | 8.6                            |
| Bad debts Written off  | 33       | 0.30                           | 0.0                            |
| Allowances for Doubtful Trade Receivables  | 33       | 0.73                           | 0.7                            |
| Net loss on Disposal / Write off of Property, Plant & Equipment and Intangible Assets            | 33       | 0.55                           | 0.4                            |
| Operating Profit Before Working Capital Changes  |          | 307.54                         | 244.9                          |
| Changes in Working Capital   |          |                                |                                |
| Loans to Employees   | 4,12     | (0.07)                         | (0.04                          |
| Security Deposits  | 4        | (1.68)                         | (0.80                          |
| Other Non-Current Assets   |          | (0.02)                         | (0.03                          |
| Trade Receivables  |          | (69.80)                        | (15.45                         |
| Other Financial Assets   |          | 0.24                           | (0.13                          |
| Other Current Assets   | 14       | (42.24)                        | (4.66                          |
| Inventories  | 7        | (23.72)                        | (4.37                          |
| Trade Payables   |          | 49.30                          | 4.2                            |
| Other Financial Liabilities  |          | 10.35                          | 1.8                            |
| Provisions   |          | 4.26                           | 3.1                            |
| Other Current Liabilities  | 24       | 0.17                           | 10.1                           |
| Cash Generated from Operations   |          | 234.33                         | 238.8                          |
| Tax Paid   |          | (80.08)                        | (58.66                         |
| Net Cash Flow from Operating Activities  |          | 154.25                         | 180.2                          |
| Cash Flow from Investing Activities  |          |                                |                                |
| Purchase of Property, Plant & Equipment including Capital Work-in-Progress and Intangible Assets |          | (108.98)                       | (90.3                          |
| Proceeds from Sale of Property, Plant and Equipment and Intangible Assets                        |          | 0.28                           | 0.2                            |
| Net Proceeds from Sale / Purchase of Current Investments   | 28       | 0.50                           | 0.0                            |
| Interest Income Received   |          | 0.54                           | 0.7                            |
| Investment in Bank Deposits held as Margin Money   | 5,11     | (0.71)                         | (0.13                          |
| Net Cash Flow (Used in) Investing Activities   |          | (108.37)                       | (89.44                         |

# STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31st MARCH, 2018 (Contd.)

(₹ in Crores)

|  | •        | •                              | ( *                            |
|--|----------|--------------------------------|--------------------------------|
| Particulars  | Note No. | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
| Cash Flow from Financing Activities  |          |                                |                                |
| Proceeds from Issuance of Equity Shares under "RFL Employee Stock Option Plan 2014"                            | 15       | 0.02                           | 0.01                           |
| Securities Premium received on exercise of Equity Shares issued under<br>"RFL Employee Stock Option Plan 2014" | 16       | 4.54                           | 1.83                           |
| Repayment of Borrowings  |          | (21.73)                        | (62.50)                        |
| Dividend and Dividend Distribution Tax Paid  | 16       | (14.46)                        | (8.67)                         |
| Finance Costs Paid   |          | (14.64)                        | (20.16)                        |
| Net Cash Flow (Used in) Financing Activities   |          | (46.27)                        | (89.49)                        |
| Net Increase / (Decrease) in Cash and Cash Equivalents   |          | (0.39)                         | 1.27                           |
| Cash and Cash Equivalents at the beginning of the year   | 10       | 3.51                           | 2.24                           |
| Exchange Fluctuation on Foreign Currency Bank Balances   |          | 0.00                           | -                              |
| Cash and Cash Equivalents at the end of the year   | 10       | 3.12                           | 3.51                           |
| Components of Cash and Cash Equivalents (At end of the year)   | 10       |                                |                                |
| Balances with Banks on Current Accounts  |          | 2.43                           | 2.88                           |
| Cash on Hand   |          | 0.69                           | 0.63                           |
|  |          | 3.12                           | 3.51                           |

The accompanying notes are an Integral part of Financial Statements.

The above Statement of Cash Flows has been prepared under the "Indirect Method" as set out in Ind AS 7 on Statement of Cash Flows.

As per our report of even date

For B R Maheswari & Co LLP
Chartered Accountants

Firm's Registration No. 001035N/N500050

Sudhir Maheshwari

Partner

Membership No. 081075

Delhi, 11th May, 2018

For and on behalf of the Board of Directors

Ramesh Kumar DuaMukand Lal DuaManaging DirectorWhole Time DirectorDIN :00157872DIN :00157898

**Sushil Batra**Chief Financial Officer

# **STATEMENT OF CHANGES IN EQUITY** FOR THE YEAR ENDED 31st MARCH, 2018

**Equity Share Capital (Refer Note 15)** 

(₹ in Crores)

| Particulars  | Number<br>of Shares | Amount |
|--|---------------------|--------|
| As at 1st April, 2016  | 120039700           | 12.00  |
| Equity Shares of face value of ₹ 1/- each issued under "RFL Employee Stock Option Plan 2014" | 90550               | 0.01   |
| As at 31st March, 2017   | 120130250           | 12.01  |
| Equity Shares of face value of ₹ 1/- each issued under "RFL Employee Stock Option Plan 2014" | 223370              | 0.02   |
| As at 31st March, 2018   | 120353620           | 12.03  |

Other Equity (Refer Note 16)

|   |                                  | Reserves and                      | Surplus            | I                    |        |
|---|----------------------------------|-----------------------------------|--------------------|----------------------|--------|
| Particulars   | Securities<br>Premium<br>Reserve | Share Based<br>Payment<br>Reserve | General<br>Reserve | Retained<br>Earnings | Total  |
| As at 1st April, 2016   | 0.84                             | 2.80                              | 464.76             | 9.24                 | 477.64 |
| Profit for the Year   | -                                | -                                 | -                  | 119.95               | 119.95 |
| Other Comprehensive Income - Remeasurement Gains / (Losses) on Defined Benefit Plan (Net of Tax)  | -                                | -                                 | -                  | 2.29                 | 2.29   |
| Total Comprehensive Income for the Year   | -                                | -                                 | -                  | 122.24               | 122.24 |
| Transfer from Retained Earnings to General Reserve  | -                                | -                                 | 110.00             | (110.00)             | -      |
| Transactions with Owners in their capacity as Owners  |                                  |                                   |                    |                      |        |
| Share Based Payments under "RFL Employee Stock Option Plan 2014"  | -                                | 1.32                              | -                  | -                    | 1.32   |
| Transferred from Share Based Payment Reserve to Securities Premium<br>Reserve on issuance of 90,550 Equity Shares of face value of ₹ 1/- each<br>issued under "RFL Employee Stock Option Plan 2014" | 0.96                             | (0.96)                            | -                  | -                    | -      |
| Securities Premium received on exercise of 90,550 Equity Shares of face value of ₹ 1/- each issued under "RFL Employee Stock Option Plan 2014"  | 1.83                             | -                                 | -                  | -                    | 1.83   |
| Dividend on Equity Shares   | -                                | -                                 | -                  | (7.20)               | (7.20) |
| Dividend Distribution Tax   | -                                | -                                 | -                  | (1.47)               | (1.47) |
| As at 31st March, 2017  | 3.63                             | 3.16                              | 574.76             | 12.81                | 594.36 |
| Profit for the Year   | -                                | -                                 | -                  | 161.07               | 161.07 |
| Other Comprehensive Income - Remeasurement Gains / (Losses) on<br>Defined Benefit Plan (Net of Tax)   | -                                | -                                 | -                  | (0.40)               | (0.40) |
| Total Comprehensive Income for the Year   | -                                | -                                 | -                  | 160.67               | 160.67 |
| Transfer from Retained Earnings to General Reserve  | -                                | -                                 | 125.00             | (125.00)             | -      |
| Transactions with Owners in their capacity as Owners  |                                  |                                   |                    |                      |        |
| Share Based Payments under "RFL Employee Stock Option Plan 2014"  | -                                | 4.07                              | -                  | -                    | 4.07   |
| Transferred from Share Based Payment Reserve to Securities Premium Reserve on issuance of 2,23,370 Equity Shares of face value of ₹ 1/- each issued under "RFL Employee Stock Option Plan 2014"     | 2.37                             | (2.37)                            | -                  | -                    | -      |
| Securities Premium received on exercise of 2,23,370 Equity Shares of face value of ₹ 1/- each issued under "RFL Employee Stock Option Plan 2014"  | 4.54                             | -                                 | -                  | -                    | 4.54   |

# **STATEMENT OF CHANGES IN EQUITY** FOR THE YEAR ENDED 31st MARCH, 2018 (Contd.)

Other Equity (Refer Note 16) (₹ in Crores)

|  |                                  | Reserves and S                    | urplus             |                      |         |
|--|----------------------------------|-----------------------------------|--------------------|----------------------|---------|
| Particulars  | Securities<br>Premium<br>Reserve | Share Based<br>Payment<br>Reserve | General<br>Reserve | Retained<br>Earnings | Total   |
| Transferred from Share Based Payment Reserve to General Reserve on cancellation of Vested Options issued under "RFL Employee Stock Option Plan 2014" | -                                | (0.06)                            | 0.06               | -                    | -       |
| Dividend on Equity Shares  | -                                | -                                 | -                  | (12.01)              | (12.01) |
| Dividend Distribution Tax  | -                                | -                                 | -                  | (2.45)               | (2.45)  |
| As at 31st March, 2018   | 10.54                            | 4.80                              | 699.82             | 34.02                | 749.18  |

The accompanying notes are an Integral part of Financial Statements

As per our report of even date

For B R Maheswari & Co LLP

Chartered Accountants

Firm's Registration No. 001035N/N500050

Sudhir Maheshwari

Partner

Membership No. 081075

Delhi, 11th May, 2018

For and on behalf of the Board of Directors

Ramesh Kumar Dua Managing Director DIN:00157872 Mukand Lal Dua Whole Time Director DIN:00157898

**Sushil Batra**Chief Financial Officer

**NOTES FORMING PART OF FINANCIAL STATEMENTS** 

Note 1 Property, Plant and Equipment & Capital Work-in-Progress

(₹ in Crores)

|                               |                          | Gross Carrying | rying Amount               |                           |                          | Depreciation | Depreciation / Amortisation |                           | Net Carrying<br>Amount    |
|-------------------------------|--------------------------|----------------|----------------------------|---------------------------|--------------------------|--------------|-----------------------------|---------------------------|---------------------------|
| Particulars                   | As at<br>1st April, 2017 | Additions      | Deletions /<br>Adjustments | As at<br>31st March, 2018 | As at<br>1st April, 2017 | Depreciation | Deletions /<br>Adjustments  | As at<br>31st March, 2018 | As at<br>31st March, 2018 |
| Property, Plant and Equipment |                          |                |                            |                           |                          |              |                             |                           |                           |
| Land                          |                          |                |                            |                           |                          |              |                             |                           |                           |
| Freehold                      | 33.61                    | 1              | I                          | 33.61                     | 1                        | 1            | l                           | 1                         | 33.61                     |
| Leasehold                     | 52.20                    | 1              | ı                          | 52.20                     | 0.53                     | 0.53         | 1                           | 1.06                      | 51.14                     |
| Buildings                     | 161.32                   | 2.69           | ı                          | 164.01                    | 5.23                     | 6.21         | ı                           | 11.44                     | 152.57                    |
| Leasehold Improvements        | 11.29                    | 3.13           | 0.58                       | 13.84                     | 1.67                     | 1.99         | 0.15                        | 3.51                      | 10.33                     |
| Plant and Machinery           | 171.17                   | 69'6           | 0.25                       | 180.61                    | 15.72                    | 15.81        | 0.02                        | 31.48                     | 149.13                    |
| Moulds                        | 28.55                    | 9.72           | 00.00                      | 38.27                     | 9.21                     | 10.18        | 0.00                        | 19.39                     | 18.88                     |
| Computers                     | 5.56                     | 3.79           | 0.14                       | 9.21                      | 1.78                     | 1.98         | 0.00                        | 3.67                      | 5.54                      |
| Motor Vehicles-Other          | 7.47                     | 1.11           | 0.13                       | 8.45                      | 1.14                     | 1.33         | 0.07                        | 2.40                      | 6.05                      |
| Motor Vehicles-Transport      | 1.88                     | 0.38           | 0.04                       | 2.22                      | 0.40                     | 0.39         | 0.02                        | 0.77                      | 1.45                      |
| Furniture and Fixtures        | 10.22                    | 2.27           | 0.04                       | 12.45                     | 1.56                     | 1.63         | 0.03                        | 3.16                      | 9.29                      |
| Electrical Fittings           | 13.67                    | 1.05           | 0.01                       | 14.71                     | 2.16                     | 2.27         | 00.00                       | 4.43                      | 10.28                     |
| Office Equipments             | 7.18                     | 1.94           | 0.07                       | 9.05                      | 1.61                     | 1.69         | 0.02                        | 3.25                      | 5.80                      |
| Wooden Structure              | 0.97                     | 0.63           | 0.05                       | 1.55                      | 0.40                     | 0.36         | 0.03                        | 0.73                      | 0.82                      |
| Wind Power Generation Plant   | 17.32                    | 1              | •                          | 17.32                     | 1.20                     | 1.20         | 1                           | 2.40                      | 14.92                     |
|                               | 522.41                   | 36.40          | 1.31                       | 557.50                    | 42.61                    | 45.57        | 0.49                        | 87.69                     | 469.81                    |
| Capital Work-in-Progress      | 61.91                    | 76.25          | 1.72                       | 136.44                    | Γ                        | ı            | ı                           | ı                         | 136.44                    |
|                               | 61.91                    | 76.25          | 1.72                       | 136.44                    | •                        | 1            | 1                           | •                         | 136.44                    |

Borrowing Costs amounting to ₹ 5.58 Crores (Previous year ₹ 4.38 Crores) capitalised as part of Property, Plant and Equipment & Capital Work-in-Progress. For Contractual Commitments towards Acquisition of Property, Plant and Equipment & Capital Work-in-Progress (Refer Note 37).

The Company has taken Loans from Banks which carry charge over certain Assets (Refer Note 17, Note 21 & Note 46).

Capital Work-in-Progress includes Pre-operative Expenses / Borrowing Costs of  $\stackrel{\scriptstyle <}{\phantom{}_{\sim}} 9.32$  Crores (Previous year  $\stackrel{\scriptstyle <}{\phantom{}_{\sim}} 3.36$  Crores).

Note 1 Property, Plant and Equipment & Capital Work-in-Progress (Contd.)

|                                  |  | <b>Gross Carry</b> | <b>Gross Carrying Amount</b> |                           |                           | Deprecia     | Depreciation / Amortisation | tion                      | Net Carrying Amount       | g Amount                 |
|----------------------------------|--|--------------------|------------------------------|---------------------------|---------------------------|--------------|-----------------------------|---------------------------|---------------------------|--------------------------|
| Particulars                      | Deemed Cost as at Additions 1st April, 2016* | Additions          | Deletions /<br>Adjustments   | As at<br>31st March, 2017 | As at<br>1st April, 2016* | Depreciation | Deletions /<br>Adjustments  | As at<br>31st March, 2017 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
| Property, Plant and<br>Equipment |  |                    |                              |                           |                           |              |                             |                           |                           |                          |
| Land                             |  |                    |                              |                           |                           |              |                             |                           |                           |                          |
| Freehold                         | 33.61  | ı                  | 1                            | 33.61                     | ı                         | 1            | r                           | I                         | 33.61                     | 33.61                    |
| Leasehold                        | 52.20  | ī                  | 1                            | 52.20                     | ı                         | 0.53         | ī                           | 0.53                      | 51.67                     | 52.20                    |
| Buildings                        | 131.87                                       | 29.45              | 1                            | 161.32                    | ı                         | 5.23         | r                           | 5.23                      | 156.09                    | 131.87                   |
| Leasehold Improvements           | 9.27   | 2.39               | 0.37                         | 11.29                     | ı                         | 1.71         | 0.04                        | 1.67                      | 9.62                      | 9.27                     |
| Plant and Machinery              | 165.23                                       | 6.04               | 0.10                         | 171.17                    | 1                         | 15.73        | 0.01                        | 15.72                     | 155.45                    | 165.23                   |
| Moulds                           | 14.48  | 14.08              | 0.01                         | 28.55                     | 1                         | 9.22         | 0.01                        | 9.21                      | 19.34                     | 14.48                    |
| Computers                        | 4.08   | 1.52               | 0.04                         | 5.56                      | ı                         | 1.79         | 0.01                        | 1.78                      | 3.78                      | 4.08                     |
| Motor Vehicles-Other             | 5.37   | 2.33               | 0.23                         | 7.47                      | ı                         | 1.18         | 0.04                        | 1.14                      | 6.33                      | 5.37                     |
| Motor Vehicles-Transport         | 1.88   | r                  | 0.00                         | 1.88                      | ı                         | 0.40         | 00.00                       | 0.40                      | 1.48                      | 1.88                     |
| Furniture and Fixtures           | 8.47   | 1.77               | 0.05                         | 10.22                     | ı                         | 1.56         | 00.00                       | 1.56                      | 8.66                      | 8.47                     |
| Electrical Fittings              | 11.36  | 2.31               | 0.00                         | 13.67                     | ı                         | 2.16         | 00.00                       | 2.16                      | 11.51                     | 11.36                    |
| Office Equipments                | 6.38   | 0.89               | 0.00                         | 7.18                      | 1                         | 1.64         | 0.03                        | 1.61                      | 5.57                      | 6.38                     |
| Wooden Structure                 | 0.78   | 0.20               | 0.01                         | 0.97                      | ı                         | 0.40         | 00.00                       | 0.40                      | 0.57                      | 0.78                     |
| Wind Power Generation<br>Plant   | 17.32  | I                  | 1                            | 17.32                     | ı                         | 1.20         | •                           | 1.20                      | 16.12                     | 17.32                    |
|                                  | 462.30                                       | 86.09              | 0.87                         | 522.41                    | •                         | 42.75        | 0.14                        | 42.61                     | 479.80                    | 462.30                   |
| Capital<br>Work-in-Progress ^    | 27.99  | 46.57              | 12.65                        | 61.91                     | ı                         | ı            | 1                           | ſ                         | 61.91                     | 27.99                    |
|                                  | 27 99  | 46 57              | 12 65                        | 51 91                     | •                         | •            | •                           | •                         | F1 91                     | 27 99                    |

<sup>\*</sup> The Company has availed Deemed Cost Exemption and used the ICAAP carrying amount of Property, Plant and Equipment & Capital Work-in-Progress as Deemed Cost (Refer Note 56)

 $<sup>^{\</sup>circ}$  Capital Work-in-Progress includes Goods in Transit Nil (1st April, 2016 ₹ 0.06 Crore).

Borrowing Costs amounting ₹ 4.38 Crores (1st April, 2016 ₹ 0.45 Crore) capitalised as part of Property, Plant and Equipment & Capital Work-in-Progress.

For Contractual Commitments towards Acquisition of Property, Plant and Equipment & Capital Work-in-Progress (Refer Note 37).

The Company has taken Loans from Banks which carry charge over certain Assets (Refer Note 17, Note 21 & Note 46).

Capital Work-in-Progress includes Pre-operative Expenses / Borrowing Costs of ₹ 3.36 Crores (1st April, 2016 ₹ 0.56 Crore).

Note 2 Intangible Assets & Intangible Assets under Development

|  |                          | Gross Carrying A | rying Amount               |                           |                          | Amor                    | Amortisation               |                           | Net Carrying<br>Amount    |
|--|--------------------------|------------------|----------------------------|---------------------------|--------------------------|-------------------------|----------------------------|---------------------------|---------------------------|
| Particulars                            | As at<br>1st April, 2017 | Additions        | Deletions /<br>Adjustments | As at<br>31st March, 2018 | As at<br>1st April, 2017 | As at Amortisation 2017 | Deletions /<br>Adjustments | As at<br>31st March, 2018 | As at<br>31st March, 2018 |
| Intangible Assets                      |                          |                  |                            |                           |                          |                         |                            |                           |                           |
| Computer Software and Licences         | 7.58                     | 2.54             | 0.01                       | 10.11                     | 1.99                     | 2.04                    | 00.00                      | 4.03                      | 6.08                      |
| Intellectual Property Rights           | 62.35                    | 0.07             | ı                          | 62.42                     | 6.72                     | 6.73                    | ı                          | 13.45                     | 48.97                     |
|  | 69.93                    | 2.61             | 0.01                       | 72.53                     | 8.71                     | 8.77                    | 0.00                       | 17.48                     | 52.05                     |
| Intangible Assets under<br>Development | 0.51                     | 69.0             | 90.0                       | 1.14                      | •                        | 1                       | 1                          | ı                         | 1.14                      |
|  | 0.51                     | 0.69             | 90.0                       | 1.14                      | •                        | •                       | •                          | •                         | 1.14                      |

Note 2 Intangible Assets & Intangible Assets under Development (Contd.)

| Note 2 Intangible Assets & Intangible Assets under Development (Contd.) | Intangible Assets un                                     | ıder Developı | ment (Contd.)                |                           |   |  |                            |   |                           | (考 in Crores)            |
|---|--|---------------|------------------------------|---------------------------|---|--|----------------------------|---|---------------------------|--------------------------|
|   |  | Gross Carryi  | <b>Gross Carrying Amount</b> |                           |   | Ато  | Amortisation               |   | Net Carrying Amount       | g Amount                 |
| Particulars   | Deemed Cost as at Additions Deletions / 1st April, 2016* | Additions     | Deletions / Adjustments      | As at<br>31st March, 2017 | As at As at 31st March, 2017   1st April, 2016* | As at Amortisation Deletions /<br>2016* Amortisation Adjustments | Deletions /<br>Adjustments | Deletions / As at As at As at Adjustments 31st March, 2017 31st March, 2017 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
| Intangible Assets   |  |               |                              |                           |   |  |                            |   |                           |                          |
| Computer Software and Licences  | 5.66   | 1.92          | 1                            | 7.58                      | ı   | 1.99   | I                          | 1.99  | 5.59                      | 5.66                     |
| Intellectual Property<br>Rights   | 62.26  | 0.09          | 1                            | 62.35                     | ı   | 6.72   | 1                          | 6.72  | 55.63                     | 62.26                    |
|   | 67.92  | 2.01          | •                            | 69.93                     | •   | 8.71   | •                          | 8.71  | 61.22                     | 67.92                    |
| Intangible Assets under<br>Development                                  | 0.24   | 0.35          | 0.08                         | 0.51                      | 1   | 1  | ı                          | ı   | 0.51                      | 0.24                     |
|   | 0.24   | 0.35          | 0.08                         | 0.51                      | •   | •  | •                          | •   | 0.51                      | 0.24                     |

\* The Company has availed Deemed Cost Exemption and used the IGAAP carrying amount of Intangible Assets 6 Intangible Assets under Development as Deemed Cost (Refer Note 56).

Note 3 Investments - Non Current

| Particulars  | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|--|---------------------------|---------------------------|--------------------------|
| Investment in Unquoted Bonds carried at Amortised Cost   |                           |                           |                          |
| Nil (Previous Year - 500, 1st April, 2016 - 500) 6% Non-Convertible Redeemable Taxable Bonds of face value of ₹ 10000/- each Fully Paid up, maturing on 31st January, 2019 of National Highways Authority of India | -                         | 0.50                      | 0.50                     |
| Investment in Unquoted Equity Instruments, carried at Fair Value through Other Comprehensive Income (FVTOCI)   |                           |                           |                          |
| 40 (Previous Year - 40, 1st April, 2016 - Nil) Equity Shares of face value of ₹ 50000/-each Fully Paid up of Bahadurgarh Footwear Development Services Private Limited   | 0.20                      | 0.20                      | -                        |
| Aggregate amount of Unquoted Investments   | 0.20                      | 0.70                      | 0.50                     |

Note 4 Loans - Non Current (₹ in Crores)

| Particulars                | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|----------------------------|---------------------------|---------------------------|--------------------------|
| Unsecured, Considered Good |                           |                           |                          |
| Loans to Employees         | 0.02                      | 0.06                      | 0.01                     |
| Security Deposits          | 16.18                     | 14.50                     | 13.70                    |
|                            | 16.20                     | 14.56                     | 13.71                    |

# Note 5 Other Financial Assets - Non Current

(₹ in Crores)

(₹ in Crores)

| Particulars  | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|--|---------------------------|---------------------------|--------------------------|
| Measured at Amortised Cost<br>Unsecured, Considered Good |                           |                           |                          |
| Share Application Money                                  | -                         | -                         | 0.20                     |
| Balances with Bank held as Margin Money *                | 0.13                      | 0.13                      | 0.00                     |
| Measured at Fair Value through Profit or Loss (FVTPL)    |                           |                           |                          |
| Derivatives  | 0.48                      | 0.77                      | 5.53                     |
|  | 0.61                      | 0.90                      | 5.73                     |

<sup>\*</sup> Represents Margin Money against various Letters of Credit, Bank Guarantees and Other Commitments issued by Banks on behalf of the Company.

# Note 6 Other Non Current Assets

| Particulars                                      | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|--|---------------------------|---------------------------|--------------------------|
| Unsecured, Considered Good                       |                           |                           |                          |
| Capital Advances                                 | 6.25                      | 1.64                      | 3.25                     |
| Advances other than Capital Advances             |                           |                           |                          |
| Prepaid Expenses                                 | 1.87                      | 1.96                      | 2.18                     |
| Balances with Statutory / Government Authorities | 0.52                      | 0.41                      | 0.16                     |
|  | 8.64                      | 4.01                      | 5.59                     |

Note 7 Inventories (₹ in Crores)

| Particulars  | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|--|---------------------------|---------------------------|--------------------------|
| Valued at the lower of Cost and Net Realisable Value *   |                           |                           |                          |
| Raw Materials (Includes in transit ₹ 11.35 Crores , Previous year ₹ 7.32 Crores, 1st April, 2016 ₹ 1.00 Crore) | 71.93                     | 63.91                     | 55.47                    |
| Work-in-Progress (Includes in transit Nil, Previous year Nil, 1st April, 2016 ₹ 0.03 Crore)                    | 43.48                     | 42.27                     | 39.68                    |
| Finished Goods   | 135.70                    | 127.05                    | 134.49                   |
| Stock-in-Trade (Includes in transit ₹ 2.81 Crores , Previous year ₹ 0.40 Crore, 1st April, 2016 Nil)           | 49.38                     | 46.04                     | 46.11                    |
| Stores and Spares (Includes in transit ₹ 0.05 Crore , Previous year Nil, 1st, April 2016 ₹ 0.08 Crore)         | 9.24                      | 7.36                      | 6.89                     |
| Packing Materials (Includes in transit Nil, Previous year Nil, 1st April, 2016 ₹ 0.08 Crore)                   | 4.20                      | 3.58                      | 3.20                     |
|  | 313.93                    | 290.21                    | 285.84                   |

<sup>\*</sup> Inventories are hypothecated by way of first pari passu charge against working capital facilities.(Refer Note 21).

Note 8 Investments - Current (₹ in Crores)

| Particulars  | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|--|---------------------------|---------------------------|--------------------------|
| Investment in Unquoted Bonds carried at Amortised Cost   |                           |                           |                          |
| 500 (Previous Year - Nil, 1st April, 2016 - Nil) 6% Non-Convertible Redeemable Taxable Bonds of face value of ₹ 10000/- each Fully Paid up, maturing on 31st January, 2019 of National Highways Authority of India | 0.50                      | -                         | -                        |
| Aggregate amount of Unquoted Investments   | 0.50                      | -                         | -                        |

Note 9 Trade Receivables (₹ in Crores)

| Particulars   | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|---|---------------------------|---------------------------|--------------------------|
| Secured, Considered Good                                  | -                         | -                         | 0.46                     |
| Unsecured, Considered Good                                | 192.35                    | 123.18                    | 108.23                   |
| Unsecured, Considered Doubtful                            | 2.43                      | 1.70                      | 0.96                     |
|   | 194.78                    | 124.88                    | 109.65                   |
| Allowances for Doubtful Trade Receivables (Refer Note 43) | 2.43                      | 1.70                      | 0.96                     |
|   | 192.35                    | 123.18                    | 108.69                   |
| Current   | 192.35                    | 123.18                    | 108.69                   |
| Non Current   | -                         | -                         | -                        |

# Note 10 Cash and Cash Equivalents

(₹ in Crores)

| Particulars                             | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|---|---------------------------|---------------------------|--------------------------|
| Balances with Banks on Current Accounts | 2.43                      | 2.88                      | 0.75                     |
| Cash on Hand                            | 0.69                      | 0.63                      | 1.49                     |
|   | 3.12                      | 3.51                      | 2.24                     |

# Note 11 Other Bank Balances

| Particulars   | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|---|---------------------------|---------------------------|--------------------------|
| Balances with Bank held as Margin Money *             | 0.76                      | 0.05                      | 0.05                     |
| Earmarked Balances - Unpaid Dividends (Refer Note 23) | 0.12                      | 0.09                      | 0.08                     |
|   | 0.88                      | 0.14                      | 0.13                     |

<sup>\*</sup> Represents Margin Money against various Letters of Credit, Bank Guarantees and Other Commitments issued by Banks on behalf of the Company.

Note 12 Loans - Current (₹ in Crores)

| Particulars                 | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|-----------------------------|---------------------------|---------------------------|--------------------------|
| Unsecured , Considered Good |                           |                           |                          |
| Loans to Employees          | 0.39                      | 0.28                      | 0.29                     |
|                             | 0.39                      | 0.28                      | 0.29                     |

# Note 13 Other Financial Assets - Current

(₹ in Crores)

| Particulars  | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|--|---------------------------|---------------------------|--------------------------|
| Measured at Amortised Cost<br>Unsecured, Considered Good |                           |                           |                          |
| Insurance Claims Receivable                              | 0.11                      | 0.35                      | 0.22                     |
| Interest accrued on Deposits and Bonds                   | 0.07                      | 0.03                      | 0.01                     |
| Measured at Fair Value through Profit or Loss (FVTPL)    |                           |                           |                          |
| Derivatives  | 1.07                      | 3.05                      | 5.96                     |
|  | 1.25                      | 3.43                      | 6.19                     |

# **Note 14 Other Current Assets**

(₹ in Crores)

| Particulars  | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|--|---------------------------|---------------------------|--------------------------|
| Unsecured, Considered Good                             |                           |                           |                          |
| Advances for Supply of Goods and rendering of Services | 8.38                      | 11.11                     | 8.68                     |
| Prepaid Expenses                                       | 9.15                      | 10.61                     | 7.72                     |
| Balances with Statutory / Government Authorities       | 19.54                     | 0.19                      | 0.22                     |
| Input Tax Balance                                      | 29.23                     | 1.34                      | 2.17                     |
| Export Incentives Receivable                           | 1.77                      | 2.45                      | 2.08                     |
| Duty Credit Scripts                                    | 0.15                      | 0.28                      | 0.45                     |
|  | 68.22                     | 25.98                     | 21.32                    |

# **Note 15 Equity Share Capital**

(₹ in Crores)

| Particulars   | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|---|---------------------------|---------------------------|--------------------------|
| <b>Authorised</b> 20,00,00,000 (Previous year - 20,00,00,000 , 1st April, 2016 - 20,00,00,000) Equity Shares of ₹ 1/- each                      | 20.00                     | 20.00                     | 20.00                    |
| Issued, Subscribed and Fully Paid up  12,03,53,620 (Previous year - 12,01,30,250 , 1st April, 2016 - 12,00,39,700)  Equity Shares of ₹ 1/- each | 12.03                     | 12.01                     | 12.00                    |
|   | 12.03                     | 12.01                     | 12.00                    |

# Reconciliation of Share Capital (Equity Shares of face value of ₹1/- each)

| Particulars   | Number of Shares | Amount |
|---|------------------|--------|
| As at 1st April, 2016   | 120039700        | 12.00  |
| Addition in Share Capital<br>Issued under "RFL Employee Stock Option Plan 2014" (Refer Note 40) | 90550            | 0.01   |
| As at 31st March, 2017  | 120130250        | 12.01  |
| Addition in Share Capital<br>Issued under "RFL Employee Stock Option Plan 2014" (Refer Note 40) | 223370           | 0.02   |
| As at 31st March, 2018  | 120353620        | 12.03  |

#### Rights, Preferences and Restrictions attached to Equity Shares

The Company has only one class of Equity Shares having a face value of ₹ 1/- each. Each holder of Equity Shares is entitled to one vote per share. The Dividend proposed by the Board of Directors is subject to the approval of the Shareholders in the ensuing Annual General Meeting. In the event of the Company being liquidated, since the Equity Shares of the Company are fully paid-up, there would be no additional liability on the Shareholders of the Company. However, post settlement of the liabilities of the Company, the surplus, if any, would be distributed to the Shareholders in proportion to the number of Shares held by each one of them.

# Equity Shares reserved under Employee Stock Option Plan

For details of Shares reserved under Employee Stock Option Plan (ESOP) refer Note 40.

The Equity Shares of the Company are listed at Bombay Stock Exchange Limited and National Stock Exchange of India Limited. The Annual Listing Fee has been paid for the year.

#### Details of Equity Shares held by each Shareholder holding more than 5% Shares

| Name of Shareholder    | As at 31st March, 2018 |              | As at 31st March, 2017 |              | As at 1st April, 2016 |              |
|------------------------|------------------------|--------------|------------------------|--------------|-----------------------|--------------|
|                        | Number of Shares       | % of Holding | Number of Shares       | % of Holding | Number of Shares      | % of Holding |
| Ramesh Kumar Dua       | 31148150               | 25.88%       | 31473150               | 26.20%       | 31473150              | 26.22%       |
| Mukand Lal Dua         | 26445700               | 21.97%       | 26770700               | 22.28%       | 26770700              | 22.30%       |
| VLS Securities Limited | 8150000                | 6.77%        | 8150000                | 6.78%        | 8150000               | 6.79%        |
| VLS Finance Limited    | 6286791                | 5.22%        | 6286791                | 5.23%        | 8057760               | 6.71%        |

#### Aggregate number of Equity Shares issued as Bonus during the period of five years immediately preceding the reporting date

Board of Directors in their meeting held on 3rd July 2015 allotted 6,00,06,000 fully paid up Bonus Shares in the ratio of 1:1 (i.e.one Bonus Share of ₹ 1/-each to every shareholder holding one equity share of ₹ 1/-each).

Note 16 Other Equity (₹ in Crores)

| Particulars                 | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|-----------------------------|---------------------------|---------------------------|--------------------------|
| Reserves and Surplus        |                           |                           |                          |
| Securities Premium Reserve  | 10.54                     | 3.63                      | 0.84                     |
| Share Based Payment Reserve | 4.80                      | 3.16                      | 2.80                     |
| General Reserve             | 699.82                    | 574.76                    | 464.76                   |
| Retained Earnings           | 34.02                     | 12.81                     | 9.24                     |
|                             | 749.18                    | 594.36                    | 477.64                   |

# **Reconciliation of Other Equity**

| Particulars  | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|--|--------------------------------|--------------------------------|
| Securities Premium Reserve   |                                |                                |
| Opening Balance  | 3.63                           | 0.84                           |
| Transferred from Share Based Payment Reserve on issuance of Equity Shares issued under "RFL Employee Stock Option Plan 2014" | 2.37                           | 0.96                           |
| Securities Premium received on exercise of Equity Shares issued under "RFL Employee Stock Option Plan 2014"                  | 4.54                           | 1.83                           |
| Closing Balance  | 10.54                          | 3.63                           |
| Share Based Payment Reserve  |                                |                                |
| Opening Balance  | 3.16                           | 2.80                           |
| Share Based Payments under "RFL Employee Stock Option Plan 2014" (Refer Note 30)   | 4.07                           | 1.32                           |
| Transferred to Securities Premium Reserve on issuance of Equity Shares issued under "RFL Employee Stock Option Plan 2014"    | (2.37)                         | (0.96)                         |
| Transferred to General Reserve on cancellation of Vested Options issued under "RFL Employee Stock Option Plan 2014"          | (0.06)                         | -                              |
| Closing Balance  | 4.80                           | 3.16                           |

(₹ in Crores)

| Particulars   | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|---|--------------------------------|--------------------------------|
| General Reserve   |                                |                                |
| Opening Balance   | 574.76                         | 464.76                         |
| Transferred from Retained Earnings  | 125.00                         | 110.00                         |
| Transferred from Share Based Payment Reserve on cancellation of Vested Options issued under "RFL Employee Stock Option Plan 2014" | 0.06                           | -                              |
| Closing Balance   | 699.82                         | 574.76                         |
| Retained Earnings   |                                |                                |
| Opening Balance   | 12.81                          | 9.24                           |
| Profit for the Year   | 161.07                         | 119.95                         |
| Other Comprehensive Income - Remeasurement Gains / (Losses) on Defined Benefit Plan (Net of Tax)                                  | (0.40)                         | 2.29                           |
| Dividend on Equity Shares ( ₹ 1.00 per share, previous year ₹ 0.60 per share)   | (12.01)                        | (7.20)                         |
| Dividend Distribution Tax   | (2.45)                         | (1.47)                         |
| Transferred to General Reserve  | (125.00)                       | (110.00)                       |
| Closing Balance   | 34.02                          | 12.81                          |
|   | 749.18                         | 594.36                         |

#### Nature and Purpose of Reserves

**Securities Premium Reserve** - Securities Premium Reserve represents the amount received in excess of par value of equity shares of the Company. The same, interalia, may be utilized by the Company to issue fully paid-up bonus shares to its members and buying back the shares in accordance with the provisions of the Companies Act, 2013.

**Share Based Payment Reserve -** The company has Stock Option Plan under which Options to subscribe for the Company's Equity Shares have been granted to the Permanent Employees, existing and future including Whole-time Director (but excluding the Independent Directors and Promoter Directors) of the Company. This Reserve is used to recognise the value of Equity-settled Share-Based payments provided to Employees, including Key Management Personnel, as part of their Remuneration. Refer Note 40 for further details of this plan.

**General Reserve** - General Reserve represents the reserve created by apportionment of profit generated during the year or transfer from other reserves either voluntarily or pursuant to statutory requirements. The same is a free reserve and available for distribution.

**Retained Earnings** - Retained Earnings represents the undistributed profits of the Company.

#### Note 17 Borrowings - Non Current

| Particulars   | Maturity Date | Interest Rate            | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|---|---------------|--------------------------|---------------------------|---------------------------|--------------------------|
| Secured<br>Term Loans from Banks                                |               |                          |                           |                           |                          |
| Indian Rupee Loans  | 2021          | 8.25% - 9.10%            | 41.25                     | 60.00                     | 60.00                    |
| Foreign Currency Loans  | 2020          | 3m Libor+(2.10% - 3.00%) | 26.02                     | 57.55                     | 100.54                   |
|   |               |                          | 67.27                     | 117.55                    | 160.54                   |
| Current Maturities of Non Current<br>Borrowings (Refer Note 23) |               |                          | 28.01                     | 46.61                     | 40.68                    |
|   |               |                          | 39.26                     | 70.94                     | 119.86                   |

(₹ in Crores)

| Particulars of Loans  | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 | Nature of Securities   |
|---|---------------------------|---------------------------|--------------------------|--|
| Indian Rupee Loans  |                           |                           |                          |  |
| Repayable in 16 quarterly installments with last payment due on 17th February, 2021 alongwith interest @ 8.25% - 9.10% per annum.  Foreign Currency Loans   | 41.25                     | 60.00                     | 60.00                    | Exclusive Charge on Immovable & Movable Assets at Plot Nos. SP-6 & SP-7, Industrial Area, Kaharani (Bhiwadi Extension), District Alwar, Rajasthan and Personal Guarantee of Managing Director and Whole Time Director. |
| Repaid in 16 quarterly installments with last installment paid on 16th November, 2016 alongwith interest @ 3m Libor + 2.75% per annum.  | -                         | -                         | 5.27                     | Exclusive Charge on Immovable and Movable Assets at Plot No. 37, Sector 4B, Bahadurgarh, Haryana and Personal  |
| Repaid in 16 quarterly installments with last installment paid on 13th August, 2017 alongwith interest @ 3m Libor +2.75% per annum.   | -                         | 2.43                      | 7.59                     | Guarantee of Managing Director and Whole Time Director.*   |
| Repaid in 16 quarterly installments with last installment paid on 14th February, 2018 alongwith interest @ 3m Libor +3.00% per annum.   | -                         | 16.21                     | 33.72                    | Exclusive Charge on Immovable and Movable Assets at Plot No. A-1130 & 1130 (A), RIICO Industrial Area, Phase- III, Bhiwadi ,Rajasthan and Personal Guarantee of Managing Director and Whole Time Director.*            |
| Repayable in 16 quarterly installments with last payment due on 25th February, 2020 alongwith interest @ 3m Libor + (2.10% - 2.40%) per annum. The Company has entered into Derivative Contract to hedge Principal and Interest Rates. Effective hedged Interest Rate is 9.36% - 9.66% per annum. | 26.02                     | 38.91                     | 53.96                    | Exclusive Charge on Immovable and Movable Assets at Plot No. 342-343 ,Footwear Park, Industrial Estate, Sector-17, Bahadurgarh, Haryana and Personal Guarantee of Managing Director and Whole Time Director.           |
|   | 67.27                     | 117.55                    | 160.54                   |  |

<sup>\*</sup>The charge created has been satisfied.

# Note 18 Other Financial Liabilities - Non Current

(₹ in Crores)

| Particulars     | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|-----------------|---------------------------|---------------------------|--------------------------|
| Retention Money | 0.71                      | 0.40                      | 0.59                     |
|                 | 0.71                      | 0.40                      | 0.59                     |

# Note 19 Provisions - Non Current

| Particulars                 | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|-----------------------------|---------------------------|---------------------------|--------------------------|
| Employee Benefit Provisions |                           |                           |                          |
| Gratuity [Refer Note 39(b)] | 0.28                      | 0.47                      | 0.26                     |
| Unavailed Leaves            | 7.48                      | 6.79                      | 5.02                     |
|                             | 7.76                      | 7.26                      | 5.28                     |

# Note 20 Deferred Tax Liabilities (Net)

(₹ in Crores)

| Particulars   | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|---|---------------------------|---------------------------|--------------------------|
| Deferred Tax Assets   |                           |                           |                          |
| Borrowings  | 0.42                      | 1.58                      | 4.77                     |
| Expenses Allowable on Payment Basis   | 19.78                     | 18.80                     | 16.13                    |
| Allowances for Doubtful Trade Receivables   | 0.84                      | 0.59                      | 0.33                     |
|   | 21.04                     | 20.97                     | 21.23                    |
| Deferred Tax Liabilities  |                           |                           |                          |
| Derivatives   | 0.53                      | 0.94                      | 3.81                     |
| Accumulated Depreciation/Amortisation on Property, Plant, Equipment and Intangible Assets | 46.82                     | 45.53                     | 40.68                    |
|   | 47.35                     | 46.47                     | 44.49                    |
| Deferred Tax Liabilities (Net)  | 26.31                     | 25.50                     | 23.26                    |

# Deferred Tax Movement (₹ in Crores)

|   | Year ended 31st March, 2018 |                                  | Year ended 31st March, 2017 |                                  |
|---|-----------------------------|----------------------------------|-----------------------------|----------------------------------|
| Particulars   | Profit and Loss             | Other<br>Comprehensive<br>Income | Profit and Loss             | Other<br>Comprehensive<br>Income |
| Borrowings  | 1.16                        | -                                | 3.19                        | -                                |
| Expenses Allowable on Payment Basis   | (0.77)                      | (0.21)                           | (3.89)                      | 1.22                             |
| Allowances for Doubtful Trade Receivables   | (0.25)                      | -                                | (0.26)                      | -                                |
| Derivatives   | (0.41)                      | -                                | (2.87)                      | -                                |
| Accumulated Depreciation/Amortisation on Property, Plant, Equipment and Intangible Assets | 1.29                        | -                                | 4.85                        | -                                |
| Deferred Tax  | 1.02                        | (0.21)                           | 1.02                        | 1.22                             |

# **Reconciliation of Deferred Tax Liabilities (Net)**

(₹ in Crores)

| Particulars                                  | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|--|--------------------------------|--------------------------------|
| Opening Balance                              | 25.50                          | 23.26                          |
| Deferred Tax (Credit) / Charge recognised in |                                |                                |
| Profit and Loss                              | 1.02                           | 1.02                           |
| Other Comprehensive Income                   | (0.21)                         | 1.22                           |
| Closing Balance                              | 26.31                          | 25.50                          |

# Note 21 Borrowings - Current

(₹ in Crores)

| Particulars                                      | Maturity Date | Interest Rate            | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|--|---------------|--------------------------|---------------------------|---------------------------|--------------------------|
| Secured<br>Working Capital facilities from Banks |               |                          |                           |                           |                          |
| Loans Repayable on Demand                        | On Demand     | 5.45% - 11.75%           | 86.09                     | 58.99                     | 85.74                    |
| Buyer's Credit (Refer Note 42)                   | -             | 3m Libor+(0.80% - 0.85%) | -                         | 1.90                      | 3.87                     |
|  |               |                          | 86.09                     | 60.89                     | 89.61                    |

# **Nature of Securities**

Secured by way of first Pari Passu charge on entire Current Assets, Movable Fixed Assets including Plant & Machinery, Immovable Property situated at Plot No.326, MIE, Bahadurgarh, Haryana and Personal Guarantee of Managing Director and Whole Time Director.

Note 22 Trade Payables

| Particulars                                 | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|---|---------------------------|---------------------------|--------------------------|
| Trade Payables                              |                           |                           |                          |
| Micro and Small Enterprises (Refer Note 51) | 13.75                     | 7.09                      | 5.39                     |
| Others                                      | 161.15                    | 118.61                    | 116.98                   |
|   | 174.90                    | 125.70                    | 122.37                   |

# Note 23 Other Financial Liabilities - Current

(₹ in Crores)

(₹ in Crores)

|   |                           |                           | , ,                      |
|---|---------------------------|---------------------------|--------------------------|
| Particulars   | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
| Financial Liabilities measured at Amortised Cost                            |                           |                           |                          |
| Current Maturities of Non Current Borrowings (Refer Note 17)                | 28.01                     | 46.61                     | 40.68                    |
| Interest accrued on Borrowings  | 0.50                      | 0.97                      | 1.58                     |
| Security Deposits received from   |                           |                           |                          |
| Customers   | 8.63                      | 9.29                      | 9.39                     |
| Others  | 0.38                      | 0.37                      | 0.25                     |
| Unpaid Dividends * (Refer Note 11)  | 0.12                      | 0.09                      | 0.08                     |
| Payable to Employees  | 24.50                     | 19.44                     | 18.24                    |
| Director's Commission Payable (Refer Note 47)                               | 21.50                     | 15.56                     | 14.90                    |
| Retention Money   | 4.60                      | 2.52                      | 0.80                     |
| Payable for Capital Goods   | 4.39                      | 2.56                      | 3.23                     |
| Financial Liabilities measured at Fair Value through Profit or Loss (FVTPL) |                           |                           |                          |
| Derivatives   | -                         | 2.00                      | 1.21                     |
|   | 92.63                     | 99.41                     | 90.36                    |

<sup>\*</sup>Unpaid Dividends shall be transferred to Investor Education and Protection Fund as and when due.

# **Note 24 Other Current Liabilities**

(₹ in Crores)

| Particulars             | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|-------------------------|---------------------------|---------------------------|--------------------------|
| Advances from Customers | 2.33                      | 1.99                      | 3.15                     |
| Statutory Liabilities   |                           |                           |                          |
| Entry Tax               | 46.80                     | 44.83                     | 37.81                    |
| Others                  | 6.84                      | 8.10                      | 8.04                     |
| Deferred Revenue        | 14.51                     | 15.39                     | 11.21                    |
|                         | 70.48                     | 70.31                     | 60.21                    |

# Note 25 Provisions - Current

| Particulars                 | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|-----------------------------|---------------------------|---------------------------|--------------------------|
| Employee Benefit Provisions |                           |                           |                          |
| Gratuity [Refer Note 39(b)] | 0.06                      | 0.14                      | 0.08                     |
| Unavailed Leaves            | 2.30                      | 1.44                      | 1.55                     |
| Other Provisions            | 4.20                      | 0.00                      | 2.00                     |
| Sales Promotion Schemes     | 4.39                      | 0.80                      | 3.09                     |
|                             | 6.75                      | 2.38                      | 4.72                     |

# **Reconciliation of Provision for Sales Promotion Schemes**

(₹ in Crores)

| Particulars              | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|--------------------------|--------------------------------|--------------------------------|
| Opening Balance          | 0.80                           | 3.09                           |
| Addition during the year | 4.02                           | 0.80                           |
| Utilized during the year | 0.43                           | 3.09                           |
| Closing Balance          | 4.39                           | 0.80                           |

# Note 26 Current Tax Liabilities (Net)

(₹ in Crores)

| Particulars  | As at            | As at            | As at           |
|--|------------------|------------------|-----------------|
|  | 31st March, 2018 | 31st March, 2017 | 1st April, 2016 |
| Income Tax (Net of Advance Tax) Interest on Income Tax | 2.45             | 1.10             | 2.67            |
|  | 0.18             | 0.08             | 0.11            |
|  | 2.63             | 1.18             | 2.78            |

# Note 27 Revenue from Operations

(₹ in Crores)

| Particulars                                 | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|---|--------------------------------|--------------------------------|
| Sale of Products<br>Manufactured and Traded |                                |                                |
| Footwear                                    | 1946.08                        | 1632.80                        |
| Power                                       | 3.79                           | 3.97                           |
| Others                                      | 5.26                           | 6.48                           |
|   | 1955.13                        | 1643.25                        |
| Other Operating Revenue                     |                                |                                |
| Scrap Sale                                  | 5.89                           | 4.76                           |
| Export Incentives                           | 2.96                           | 3.96                           |
| Others                                      | 0.46                           | -                              |
|   | 9.31                           | 8.72                           |
|   | 1964.44                        | 1651.97                        |

# Note 28 Other Income

| Particulars  | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|--|--------------------------------|--------------------------------|
| Interest Income on Financial Assets measured at Amortised Cost                               |                                |                                |
| Fixed Deposits, Security Deposits and Bonds  | 0.58                           | 0.74                           |
| Other Non- Operating Income  |                                |                                |
| Net Gain on Sale of Current Investments carried at Fair Value through Profit or Loss (FVTPL) | 0.50                           | 0.01                           |
| Net Gain on Foreign Currency Transactions and Translations                                   | 3.08                           | 11.01                          |
| Miscellaneous Income   | 0.30                           | 1.85                           |
|  | 4.46                           | 13.61                          |

# Note 29 Changes in Inventories of Finished Goods, Stock-in-Trade and Work-in-Progress

(₹ in Crores)

| Particulars                              | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|--|--------------------------------|--------------------------------|
| Inventories at the end of the year       |                                |                                |
| Finished Goods                           | 135.70                         | 127.05                         |
| Stock-in-Trade                           | 49.38                          | 46.04                          |
| Work-in-Progress                         | 43.48                          | 42.27                          |
|  | 228.56                         | 215.36                         |
| Inventories at the beginning of the year |                                |                                |
| Finished Goods                           | 127.05                         | 134.49                         |
| Stock-in-Trade                           | 46.04                          | 46.11                          |
| Work-in-Progress                         | 42.27                          | 39.68                          |
|  | 215.36                         | 220.28                         |
| Net (Increase) / Decrease                |                                |                                |
| Finished Goods                           | (8.65)                         | 7.44                           |
| Stock-in-Trade                           | (3.34)                         | 0.07                           |
| Work-in-Progress                         | (1.21)                         | (2.59)                         |
|  | (13.20)                        | 4.92                           |
| Increase/(Decrease) of Excise Duty       | (0.42)                         | 0.24                           |
|  | (13.62)                        | 5.16                           |

# Note 30 Employee Benefits Expense

(₹ in Crores)

| Particulars  | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|--|--------------------------------|--------------------------------|
| Salaries ,Wages and Other Benefits                           | 183.06                         | 152.56                         |
| Contribution to Provident and Other Funds [Refer Note 39(a)] | 13.81                          | 12.14                          |
| Gratuity Expenses [Refer Note 39(b)]                         | 3.87                           | 3.78                           |
| Staff Welfare Expenses                                       | 9.27                           | 7.24                           |
| Share Based Payments (Refer Note 16)                         | 4.07                           | 1.32                           |
|  | 214.08                         | 177.04                         |

Note 31 Finance Costs (₹ in Crores)

| Particulars  | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|--|--------------------------------|--------------------------------|
| Interest on Financial Liabilities measured at Amortised Cost *             | 8.43                           | 14.55                          |
| Exchange Difference to the extent regarded as adjustment to Borrowing Cost | 0.09                           | 0.42                           |
| Other Borrowing Costs  | 0.07                           | 0.06                           |
|  | 8.59                           | 15.03                          |

<sup>\*</sup> Includes Interest on Income Tax ₹ 0.18 Crore (Previous year ₹ 0.08 Crore) and excludes ₹ 5.58 Crores (Previous year ₹ 4.38 Crores) capitalized during the year.

# Note 32 Depreciation and Amortisation Expense

| Particulars  | Year ended<br>31st March, 2018 |               |
|--|--------------------------------|---------------|
| Depreciation/Amortisation of Property, Plant and Equipment Amortisation of Intangible Assets | 45.57<br>8.77                  | 42.75<br>8.71 |
|  | 54.34                          | 51.46         |

Note 33 Other Expenses

| Particulars   | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|---|--------------------------------|--------------------------------|
| Advertisement and Sales Promotion Expenses  | 86.21                          | 69.48                          |
| Freight and Forwarding Charges  | 82.39                          | 73.23                          |
| Power and Fuel  | 54.00                          | 47.63                          |
| Stores Consumed   | 5.70                           | 4.97                           |
| Processing Charges  | 148.48                         | 126.77                         |
| Handling Charges  | 20.06                          | 19.86                          |
| Repairs   |                                |                                |
| Building  | 1.41                           | 0.94                           |
| Machinery (Including Spares)  | 10.70                          | 10.70                          |
| Others  | 10.62                          | 10.72                          |
| Rent (Refer Note 38)  | 47.10                          | 44.48                          |
| Insurance   | 2.69                           | 2.17                           |
| Rates and Taxes   | 0.62                           | 0.46                           |
| Printing and Stationery   | 1.61                           | 1.35                           |
| Travelling and Conveyance   | 17.12                          | 14.91                          |
| Communication Expenses  | 3.75                           | 4.40                           |
| Legal and Professional Expenses (Refer Note 50)                                       | 43.22                          | 38.12                          |
| Security Expenses   | 8.45                           | 8.61                           |
| Allowances for Doubtful Trade Receivables   | 0.73                           | 0.74                           |
| Bad debts Written off   | 0.30                           | 0.03                           |
| Net loss on Disposal / Write off of Property, Plant & Equipment and Intangible Assets | 0.55                           | 0.44                           |
| Fair Valuation loss on Derivatives  | 0.27                           | 8.61                           |
| Contribution towards CSR (Refer Note 49)  | 2.78                           | -                              |
| Miscellaneous Expenses  | 8.98                           | 8.75                           |
|   | 557.74                         | 497.37                         |

Note 34 Tax Expense (₹ in Crores)

| Particulars   | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|---|--------------------------------|--------------------------------|
| Тах   |                                |                                |
| Current Tax   | 81.53                          | 57.23                          |
| Tax for Earlier years (Net)                                   | 0.00                           | (0.17)                         |
|   | 81.53                          | 57.06                          |
| Deferred Tax  |                                |                                |
| Relating to Origination and Reversal of Temporary Differences | 1.02                           | 1.02                           |
|   | 1.02                           | 1.02                           |
| Tax Expense reported in Statement of Profit and Loss          | 82.55                          | 58.08                          |
| Deferred Tax on Other Comprehensive Income                    |                                |                                |
| Income Tax effect   | (0.21)                         | 1.22                           |
|   | (0.21)                         | 1.22                           |

# **Reconciliation of Tax Expense and Profit**

(₹ in Crores)

| Particulars   | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|---|--------------------------------|--------------------------------|
| Profit Before Tax   | 243.62                         | 178.03                         |
| Income Tax @ 34.608%  | 84.31                          | 61.61                          |
| Differences due to  |                                |                                |
| Deduction on Account of Tax Holiday Period                      | (1.01)                         | (4.43)                         |
| Temporary Differences on account of Property, Plant & Equipment | 0.67                           | 0.59                           |
| Others  | (1.42)                         | 0.48                           |
| Tax for Earlier years (Net)                                     | 0.00                           | (0.17)                         |
| Tax Expense as recognised in Statement of Profit and Loss       | 82.55                          | 58.08                          |

# **Company Information and Significant Accounting Policies**

# 35. Company Information

Relaxo Footwears Limited ('the Company') is a Public Limited Company domiciled & incorporated in India and its shares are listed at Bombay Stock Exchange (BSE) and National Stock Exchange (NSE). For Company's principal shareholders refer Note 15.

The Company is a market leader in the Footwear Industry. The company has 'state of the art' manufacturing facilities at Bahadurgarh (Haryana), Bhiwadi (Rajasthan) and Haridwar (Uttarakhand). The selling arrangements are through its Wholesale Distribution, Export, Modern Trade and Company operated Retail Network.

### 36. Significant Accounting Policies

# a. Basis of Preparation of Financial Statements

The financial statements of the Company have been prepared in accordance with Indian Accounting Standards (Ind AS) notified under the Companies (Indian Accounting Standards) Rules, 2015 as amended by Companies (Indian Accounting Standards) Rules, 2016.

For all periods up to and including the year ended 31st March, 2017, the Company prepared its financial statements in accordance with accounting standards notified under the section 133 of the Companies Act 2013, read together with paragraph 7 of the Companies (Accounts) Rules, 2014 (Indian GAAP).

These financial statements are the first financial statements of the Company under Ind AS. Refer Note 56 for an explanation of how the transition from previously applicable Indian GAAP (hereinafter referred to as 'IGAAP') to Ind AS has affected the financial position, financial performance and cash flows of the Company.

The financial statements have been prepared on the historical cost basis except for following assets and liabilities which have been measured at fair value amount

- Certain financial assets and liabilities (including derivative instruments),
- ii) Defined benefit plans
- iii) Equity settled share based payments

All assets and liabilities have been classified as current or noncurrent as per the Company's normal operating cycle and other criteria set out in the Schedule III to the Companies Act, 2013. Based on the nature of products and the time between acquisition of assets for processing and their realisation in cash and cash equivalents, the Company has ascertained its operating cycle as twelve months for the purpose of current/ non-current classification of assets and liabilities.

Deferred tax assets and liabilities are classified as non-current assets/liabilities.

# Significant Accounting Judgements, Estimates and Assumptions

The preparation of financial statements in conformity with Ind AS requires the Company's Management to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities recognised in the financial statements that are not readily apparent from other sources. The judgements, estimates and associated assumptions are based on historical experience and other factors including estimation of effects of uncertain future events that are considered to be relevant. Actual results may differ from these estimates.

The following are the critical judgements, estimations & assumptions that have been made by the Management in the process of applying the Company's accounting policies.

- Tax expense is calculated using applicable tax rate and laws that
  have been enacted or substantially enacted. In arriving at taxable
  profit and all tax bases of assets and liabilities, the Company
  determines the taxability based on tax enactments, relevant
  judicial pronouncements and tax expert opinions, and makes
  appropriate provisions which includes an estimation of the likely
  outcome of any open tax assessments / litigations. Any
  difference is recognised on closure of assessment or in the
  period in which they are agreed.
- Defined benefit obligations are measured at fair value for financial reporting purposes. Fair value determined by actuary is based on actuarial assumptions. Management judgement is required to determine such actuarial assumptions. Such assumptions are reviewed annually using the best information available with the Management.
- When the fair value of financial assets and financial liabilities recorded in the balance sheet cannot be measured based on quoted price in active markets, their fair value is measured using valuation techniques. The inputs to these models are taken from observable markets where possible, but where this is not feasible, a degree of judgement is required in establishing fair values. Judgements include consideration of inputs such as liquidity risk, credit risk and volatility.
- The Company makes allowances for doubtful trade receivables based on a provision matrix which takes into account historical credit loss experience and adjusted for current estimates.
- The determination of depreciation and amortisation charge depends on the useful lives for which judgements and estimations are required. The residual values, useful lives, and method of depreciation / amortisation of property, plant and equipment and intangible assets are reviewed at each financial year end and adjusted prospectively, if appropriate.
- Inventories are stated at the lower of cost and net realisable value. In estimating the net realisable value of inventories the Company makes an estimate of future selling prices and costs necessary to make the sale.
- Management judgement is required for estimating the possible outflow of resources, if any, in respect of contingencies/claims/ litigation against the company as it is not possible to predict the outcome of pending matters with accuracy.

## c. Property, Plant and Equipment (PPE)

Property, Plant and Equipment are stated at cost, net of accumulated depreciation/amortisation and impairment, if any. The cost comprises its purchase price including import duties and other non- refundable taxes, and any directly attributable cost of bringing the asset to its working condition for its intended use. Trade discounts and rebates are deducted in arriving at the purchase price.

On transition to Ind AS, the Company has elected optional exemption under Ind AS 101 to continue with the carrying amount of all of its Property, Plant and Equipment (Including Capital work-in-progress) recognised as at 1st April ,2016 measured under IGAAP as the deemed cost of the Property, Plant and Equipment.

Freehold land is disclosed at cost less impairment, if any. Cost comprises of purchase price and directly attributable cost of acquisition/bringing the asset to its working condition for its intended use.

Subsequent expenditure related to an item of Property, Plant & Equipment is added to its carrying amount only if it increases the future benefits from the existing asset beyond its previously assessed standard of performance

The Company identifies and determines cost of each component of the asset separately, if the component has a cost which is significant to the total cost of the asset and has useful life that is materially different from that of the remaining asset.

The present value of the expected cost for decommissioning of an asset after its use is included in the cost of the respective asset if the recognition criteria for a provision are met.

Project under which assets are not ready for their intended use and other capital work-in-progress, are carried at cost comprising direct cost and directly attributable expenses. Advances given towards acquisition / construction of fixed assets outstanding at each Balance Sheet date are disclosed as Capital Advances under Other Non-Current Assets. Expenses incurred related to project, net of income earned during the project development stage prior to its intended use, are considered as pre-operative expense and disclosed under Capital Work-in-Progress.

An item of Property, Plant and Equipment and any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use. Any gain or loss arising on derecognition of the asset (difference between the net disposal proceeds and the carrying amount of the asset) is included in the Statement of Profit and Loss when the asset is derecognised.

# d. Intangible Assets

Intangible assets are carried at cost less accumulated amortisation and impairment loss, if any. The cost of an intangible asset comprises its purchase price including import duties and other taxes (other than those subsequently recoverable from the taxing authorities), and any directly attributable expenditure on making the asset ready for its intended use.

On transition to Ind AS, the Company has elected optional exemption under Ind AS 101 to continue with the carrying amount of Intangible Assets recognised as at 1st April, 2016 measured under IGAAP as the deemed cost of the Intangible Assets.

Intangible Assets under development are shown separately at cost incurred in bringing the asset to its present condition.

Subsequent expenditure on an intangible asset after its purchase / completion is recognised as an expense when incurred unless it is probable that such expenditure will enable the asset to generate future economic benefits in excess of its originally assessed standards of performance and such expenditure can be measured and attributed to the asset reliably, in such case such expenditure is added to the carrying amount of the asset.

Revenue expenditure pertaining to research is charged to the Statement of Profit and Loss. Development costs of products are also charged to the Statement of Profit and Loss unless a product's commercial feasibility has been established, in which case such expenditure is capitalised.

Intangible asset initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use. Any gain or loss arising on derecognition of the asset (difference between the net disposal proceeds and the carrying amount of the asset) is included in the Statement of Profit and Loss when the asset is derecognised.

### e. Depreciation and Amortisation

Depreciation is provided pro- rata to the period of use on Straight Line Method (SLM) based on the estimated useful lives of the assets, which have been determined as per Schedule II of Companies Act, 2013. The useful lives in respect of the below assets are different from the useful lives as prescribed under Part C of Schedule II of the Companies Act, 2013, which are as under

| Asset description           | Useful Life estimated by the<br>Management (Years) |
|-----------------------------|--|
| Plant and Machinery         | 30   |
| Moulds                      | 6  |
| Wind Power Generation Plant | 20   |
| Mobiles                     | 3  |

The useful lives of above assets have been assessed by the management considering the technical study, technological obsolence, actual usage, historical data regarding breakdown, maintenance and industry data available on record. Components having useful lives different from the life of parent assets are depreciated over the useful life of the components within overall useful life of the parent asset.

Leasehold lands accounted under finance lease are amortised over the period of lease except where the lease is renewable.

Leasehold improvements are amortised on straight line basis over the period of lease or useful life whichever is lower.

Intellectual Property Rights are amortised over their useful life. Computer Software and Licences are being amortised over the period of five years on straight line basis.

# f. Impairment of Non-Financial Assets

The carrying amount of assets are reviewed at each Balance Sheet date to assess if there is any indication of impairment based on internal and external factors. An impairment loss on such assessment will be recognised wherever the carrying amount of an asset exceeds its recoverable amount. The recoverable amount of the assets is net selling price or value in use, whichever is higher. While assessing value in use, the estimated future cash flows are discounted to the present value by using weighted average cost of capital. A previously recognised impairment loss is further provided or reversed depending on changes in the circumstances and to the extent that carrying amount of the assets does not exceed the carrying amount that will be determined if no impairment loss had previously been recognised.

Impairment losses, are recognised in the Statement of Profit and Loss.  $% \label{eq:condition}%$ 

#### g. Financial Instruments

Classification:

The Company classifies its financial assets in the following measurement categories

- i) Those to be measured subsequently at fair value (either through Other Comprehensive Income, or through profit or loss)
- ii) Those measured at amortised cost

The classification depends the business model of the entity for managing financial assets and the contractual terms of the cash flows.

For assets measured at fair value, gains and losses will either be recorded in profit or loss or Other Comprehensive Income. For investments in debt instruments, this will depend on the business model in which the investment is held. For investments in equity instruments, this will depend on whether the Company has made an irrevocable election at the time of initial recognition to account for the equity investment at fair value through Other Comprehensive Income.

## Initial recognition and measurement

Financial assets are recognised when the Company becomes a party to the contractual provisions of the instrument. Financial assets are recognised initially at fair value plus, in the case of financial assets not recorded at fair value through profit or loss, transaction costs that are attributable to the acquisition of the financial asset. Transaction costs of financial assets carried at fair value through profit or loss are expensed in the Statement of Profit and Loss.

Subsequent measurement

After initial recognition, financial assets are measured at

- i) Fair value either through Other Comprehensive Income (FVTOCI) or through profit or loss (FVTPL) or,
- ii) Amortised cost

### **Debt instruments**

Subsequent measurement of debt instruments depends on the business model of the Company for managing the asset and the cash flow characteristics of the asset. There are three measurement categories into which the Company classifies its debt instruments:

### Measured at amortised cost

Financial assets that are held within a business model whose objective is to hold financial assets in order to collect contractual cash flows that are solely payments of principal and interest, are subsequently measured at amortised cost using the EIR method.

Measured at fair value through Other Comprehensive Income (OCI)

Financial assets that are held within a business model whose objective is achieved by both, selling financial assets and collecting contractual cash flows that are solely payments of principal and interest, are subsequently measured at fair value through Other Comprehensive Income (FVTOCI). Fair value movements are recognised in the Other Comprehensive Income (OCI). Interest income measured using the EIR method and impairment losses, if any are recognised in the Statement of Profit and Loss. On derecognition, cumulative gain/ (loss) previously recognised in the Other Comprehensive Income (OCI) is reclassified from the equity to other income in the Statement of Profit and Loss.

Measured at fair value through profit or loss

A financial asset not classified as either amortised cost or through Other Comprehensive Income (FVTOCI), is classified as fair value through profit or loss (FVTPL). Such financial assets are measured at fair value with all changes in fair value, including interest income and dividend income if any, recognised as other income in the Statement of Profit and Loss.

# **Equity Instruments**

All equity investments in scope of Ind AS 109 are measured at fair value. Equity instruments which are held for trading are classified as at Fair Value through Profit or Loss (FVTPL). For all other equity instruments, the Company may make an irrevocable election to present in other comprehensive income subsequent changes in the fair value. The Company makes such election on an instrument-by-instrument basis. The classification is made on initial recognition and is irrevocable.

If the Company decides to classify an equity instrument as at Fair Value through other comprehensive income (FVTOCI), then all fair value changes on the instrument, excluding dividends, are recognised in the OCI. There is no recycling of the amounts from OCI to profit and loss, even on sale of investment. However, the Company may transfer the cumulative gain or loss within equity.

Equity instruments included within the Fair Value through Profit or Loss (FVTPL) category are measured at fair value with all changes recognised in the Statement of Profit and Loss.

### Derecognition

The Company derecognises a financial asset other than Fair Value through other comprehensive income (FVTOCI), when the contractual rights to the cash flows from the asset expire, or when it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another party.

If the Company neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Company recognises its retained interest in the asset and an associated liability for amounts it may have to pay.

On de-recognition of a financial asset in its entirety, the difference between the asset's carrying amount and the sum of the consideration received and receivable is recognised in the Statement of profit and loss.

# Impairment

The Company applies Expected Credit Loss ( ECL ) model for measurement and recognition of impairment loss on the financial assets.

ECL is the difference between all contractual cash flows that are due to the Company in accordance with the contract and all the cash flows that the entity expects to receive (i.e. all cash shortfalls), discounted at the original EIR.

ECL impairment loss allowance (or reversal) recognised during the period is recognised as income/expense in the Statement of Profit and Loss.

# Reclassification

The Company determines classification of financial assets on initial recognition. After initial recognition, no reclassification is made for financial assets.

# Financial liabilities

Classification as Debt or Equity

Financial liabilities and equity instruments issued by the Company are classified according to the substance of the contractual

arrangements entered into and the definitions of a financial liability and an equity instrument.

Initial recognition and measurement

Financial liabilities are recognised when the Company becomes a party to the contractual provisions of the instrument. Financial liabilities are initially measured at the fair value.

Subsequent measurement

Financial liabilities are subsequently measured at amortised cost using the effective interest rate method. Financial liabilities carried at fair value through profit or loss are measured at fair value with all changes in fair value recognized in the Statement of Profit and Loss.

De-recognition

A financial liability is de-recognised when the obligation specified in the contract is discharged, cancelled or expires.

Offsetting financial instruments

Financial assets and liabilities are offset and the net amount is reported in the Balance Sheet where there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis or realise the asset and settle the liability simultaneously. The legally enforceable right must not be contingent on future events and must be enforceable in the normal course of business and in the event of default, insolvency or bankruptcy of the Company or the counterparty.

#### h. Fair Value Measurement

The Company measures financial instruments at fair value at each Balance Sheet date.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either

- In the Principal market for asset or liability, or
- In the absence of a Principal market, in the most advantageous market for the asset or liability.

The Principal or the most advantageous market must be accessible by the Company.

A fair value measurement of a non- financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Company uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimizing the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows

Level 1 Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date.

Level 2 Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly.

Level 3 Unobservable inputs for the asset or liability.

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Company determines whether transfers have occurred between levels in the hierarchy by reassessing categorisation (based on the lowest level input that is significant to fair value measurement as a whole) at the end of each reporting period.

### i. Inventories

Raw Materials, Packing Materials, Stores and Spares are valued at lower of cost and net realisable value. The costs of inventories comprise all costs of purchase and other costs incurred in bringing the inventories to their present location and condition. The costs of purchase consist of the purchase price including duties and taxes (other than those subsequently recoverable from the taxing authorities), freight inward and other expenditure directly attributable to the acquisition. Trade discounts, rebates and other similar items are deducted in determining the costs of purchase.

Materials and other items held for use in the production of inventories are not written down below cost if the finished products in which they will be incorporated are expected to be sold at or above cost. Cost is determined on moving weighted average basis.

Stock-in-Trade is valued at moving weighted average basis and comprises all costs of purchase, duties, taxes (other than those subsequently recoverable from tax authorities) and all other costs incurred in bringing the inventories to their present location and condition.

Work- in- Progress and Finished Goods are valued at lower of cost and net realisable value. Cost includes direct materials and labour and a proportion of manufacturing overheads based on normal operating capacity.

Net realisable value is the estimated selling price in the ordinary course of business, less estimated costs of completion and estimated costs necessary to make the sale.

# j. Revenue Recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the amount can be reliably measured. Revenue is measured at fair value of consideration received or receivable.

Revenue from sale of goods is recognised when ownership in the goods is transferred to the buyer for a price, when significant risks and rewards of ownership have been transferred to the buyer and no effective control, is retained by the Company. Sale of goods are stated net of trade discounts and volume rebates, and include excise duty wherever applicable.

Revenue from energy generated through Wind Power Generation Plant is recognised on the basis of net power delivered as per power purchase agreement signed with Discom(s).

Interest is recognised using the Effective Interest rate (EIR) method.

Dividend income is recognised when the right to receive the payment is established.

Export incentives are recognised in the Statement of Profit and Loss when the right to receive credit as per the terms of the scheme is established in respect of exports made and when there is no significant uncertainty regarding the ultimate collection of the relevant export proceeds.

### k. Borrowing Costs

Borrowing cost includes interest and ancillary costs incurred in connection with the arrangement of borrowings and charged to Statement of Profit and Loss on the basis of effective interest rate.

Borrowing cost includes exchange differences arising from foreign currency borrowings to the extent they are regarded as an adjustment to the interest cost.

Borrowing cost that are attributable to the acquisition or construction of a qualifying asset are capitalised as part of the cost of such asset till such time the asset is ready for its intended use. A qualifying asset is an asset that necessarily takes a substantial period of time to get ready for its intended use.

 $\ensuremath{\mathsf{All}}$  other borrowing costs are expensed in the period in which they occur.

# I. Earnings Per Share

Basic earnings per share is computed by dividing the profit after tax by the weighted average number of equity shares outstanding during the period. The weighted average number of equity shares outstanding during the year is adjusted for events i.e. bonus issue, share splits and further issue of share capital.

Diluted earnings per share is computed by dividing the profit after tax for the period attributable to equity shareholders by the weighted-average number of shares outstanding during the period and adjusted for the effects of all dilutive potential equity shares.

#### m. Leases

Leases in which a significant portion of the risk and rewards of ownership are retained by the lessor are classified as operating lease. Payments made under operating leases (net of any incentives received from the lessor) are charged in the Statement of Profit and Loss on a straight-line basis over the period of the lease unless the payments are structured to increase in line with expected general inflation to compensate expected inflationary cost increases for the lessor.

### n. Employee Share Based Payments

The fair value of options granted under Share Based Payment plan is recognised as an employee benefit expense with corresponding increase in equity in accordance with recognition and measurement principles as prescribed in Ind AS 102 Share Based Payments. The total expense is recognised over the vesting period.

### o. Taxes

### **Current Tax**

Income tax expense represents the sum of current and deferred tax (including MAT). Tax expense is recognised in the Statement of Profit and Loss except to the extent that it relates to items recognised directly in equity or other comprehensive income, in such case the tax expense is also recognised directly in equity or in other comprehensive income. Any subsequent change in income tax on items initially recognised in equity or other comprehensive income is also recognised in equity or other comprehensive income, such change could be for change in tax rate.

Current tax provision is measured on the basis of taxable income computed in accordance with the provisions of the Income Tax Act, 1961.

# **Deferred Tax**

Deferred tax is recognised on temporary differences between the carrying amount of assets and liabilities in the Balance Sheet and the corresponding tax bases used in the computation of taxable profit and are accounted for using the balance sheet approach.

Deferred tax liabilities are recognised for all taxable temporary difference and deferred tax assets are recognised for all deductible temporary differences, carry forward tax losses and allowances to the extent it is probable that future taxable profits will be available against which those deductible temporary differences, carry forward tax losses and allowances can be utilised.

Deferred tax asset and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realised or liability is settled, based on tax rates and tax laws that have been enacted or substantially enacted at the reporting date.

The carrying amount of deferred tax asset is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available against which the temporary differences can be utilised.

Tax credit is recognised in respect of Minimum Alternate Tax (MAT) paid in terms of section 115 JAA of the Income Tax Act, 1961 based on convincing evidence that the Company will pay normal income tax within statutory time frame and the same is reviewed at each balance sheet date.

# p. Foreign Currency Transaction

### Functional and Presentation Currency

Items included in the financial statements are measured using the currency of the primary economic environment in which the Company operates ('the functional currency'). The Company's financial statements are presented in Indian rupee which is also the Company's functional and presentation currency.

### Initial Recognition

Foreign currency transactions are recorded on initial recognition in the functional currency, using the exchange rate between the functional & foreign currency prevailing at the date of transaction.

### Subsequent Recognition

Monetary current assets and liabilities at the Balance Sheet date are translated at the rate prevailing on Balance Sheet date. The difference thereon and also the exchange difference on settlement of foreign currency transactions during the year is recognised as income or expense in Statement of Profit and Loss.

Non-monetary items are carried at historical cost and reported using the exchange rate at the date of transaction.

# Derivative Financial Instruments

The Company uses derivative financial instruments, such as forward contracts and interest rate swaps to hedge its foreign currency and interest rate risks. Such derivative financial instruments are initially recognised at fair value on the date on which a derivative contract is entered into and are subsequently remeasured at fair value.

Derivatives are carried as financial assets when the fair value is positive and as financial liabilities when the fair value is negative.

Any gains or losses arising from changes in the fair value of derivatives are taken to Statement of Profit and Loss.

# q. Cash Flow Statement

Cash and cash equivalents in the balance sheet comprise cash at banks and on hand and short-term deposits with an original maturity of three months or less, which are subject to insignificant risk of changes in value.

Cash flows are reported using the indirect method as set out in Ind AS 7 "Statement of Cash Flows", whereby profit or (loss) and tax is adjusted for the effects of transactions of a non-cash nature and

any deferrals or accruals of past or future cash receipts or payments. The cash flows from operating, investing and financing activities of the Company are segregated.

### r. Employee Benefits

Contribution towards provident fund and employee state insurance is made to the regulatory authorities, where the Company has no further obligations. Such benefits are classified as Defined Contribution Plans as the company does not carry any further obligations, apart from the contributions made on a monthly basis. Such contributions are charged to the Statement of Profit and Loss for the period of service rendered by the employees.

The Company has a defined benefit gratuity plan. The Company funds the Plan through annual contributions to Life Insurance Corporation of India under its Employee Group Gratuity Scheme. Company's liability is actuarially determined (using the Projected Unit Credit Method) at the end of each year.

Re-measurements, comprising of actuarial gains and losses, the effect of asset ceiling, excluding amounts included in the net interest on the net defined benefit liability and the return on plan assets (excluding amounts included in net interest on the net defined benefit liability), are recognised immediately in the balance sheet with a corresponding debit or credit to retained earnings through OCI in the period in which they occur. Remeasurements are not reclassified to profit or loss in subsequent periods.

Accumulated leaves, which are expected to be availed or encashed within twelve months from the end of the year are treated as short term employee benefits. The obligation towards the same is measured at the expected cost of accumulating leaves as the additional amount expected to be paid as a result of the unused entitlement as at the year end.

Accumulated leaves, which are expected to be availed or encashed beyond twelve months from the end of the year are treated as other long term employee benefits. The Company's liability is actuarially determined (using the Projected Unit Credit Method) at the end of each year.

# s. Provisions and Contingent Liabilities

Provisions are recognised when there is a present obligation (legal or constructive) as a result of past event and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and there is a reliable estimate of the amount of the obligation. Provisions are measured at the best estimate of the expenditure required to settle the present obligation at the balance sheet date. These estimates are reviewed at each balance sheet date and adjusted to reflect the current best estimates.

Contingent liabilities are disclosed when there is a possible obligation arising from past events, the existence of which will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the company or a present obligation that arises from the past events where it is either not probable that an outflow of resources will be required to settle or a reliable estimate of the amount cannot be made, is termed as a contingent liability.

### t. Corporate Social Responsibility (CSR)

Pursuant to the requirements of section 135 of the Company Act 2013 and rules thereon and guidance note on "Accounting for expenditure on Corporate Social Responsibility activities" issued by ICAI, with effect from 1st April, 2015, Contribution towards CSR is recognised as an expense in the Statement of Profit and Loss in the period in which it is paid.

### u. Dividend

The Company recognises a liability to make cash distribution to equity holders when the distribution is authorised and the distribution is no longer at the discretion of the Company. As per the corporate laws in India, a distribution is authorised when it is approved by the shareholders. A corresponding amount is recognised directly in equity.

# v. Recent Accounting Pronouncements

In March 2018, the Ministry of Corporate Affairs issued the Companies (Indian Accounting Standards) (Amendments) Rules, 2018, notifying following Ind AS

- Ind AS 115- Revenue from Contracts with Customers
- Amendments to Ind AS 21- The Effects of Foreign Exchange Rates.

The above are applicable to the Company from 1st April, 2018. The Company is evaluating the effects of the new Ind AS/amendments on its Financial Statements.

# **NOTES FORMING PART OF FINANCIAL STATEMENTS**

**Note 37 Contingent Liabilities and Commitments** 

(₹ in Crores)

| Particulars  | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|--|---------------------------|---------------------------|--------------------------|
| Contingent Liabilities   |                           |                           |                          |
| Claims against the Company not acknowledged as debts in respect of *   |                           |                           |                          |
| Sales Tax Matters  | 1.47                      | 0.60                      | 0.38                     |
| Income Tax Matters   | 2.06                      | 2.09                      | 0.23                     |
| Central Excise Matters   | -                         | -                         | 0.32                     |
|  | 3.53                      | 2.69                      | 0.93                     |
| Others*  |                           |                           |                          |
| Interest on Entry Tax, Haryana**   | 37.24                     | 29.29                     | 22.40                    |
| Interest on Entry Tax, Rajasthan   | -                         | 0.01                      | 0.05                     |
|  | 37.24                     | 29.30                     | 22.45                    |
| Commitments  |                           |                           |                          |
| Capital Commitments  |                           |                           |                          |
| Estimated amount of contracts remaining to be executed on Capital Account  | 35.92                     | 32.43                     | 42.75                    |
| and not provided for (net of advance)  |                           |                           |                          |
| Others   | 424 72                    | 442 54                    | 427.20                   |
| Total Export Obligation against total duty saved of ₹ 16.15 Crores,<br>(Previous year ₹ 14.12 Crores, 1st April 2016 ₹ 15.91 Crores) | 124.73                    | 112.51                    | 127.28                   |
| (Flevious year \ 14.12 ctoles, 1st April 2016 \ 15.51 ctoles)  |                           |                           |                          |

<sup>\*</sup>Cash Outflows related to disputed tax matters are determinable only on outcome of the pending cases at various forums/authorities. The potential undiscounted amount of total payments for taxes that the Company may be required to make if there was an adverse decision related to these disputed demands of regulators as of the date reporting period ends are as stated above.

# Note 38 Disclosure on Operating Leases

The Company has entered into operating leases for Land and Building premises. These lease arrangements range for a period between 11 months to 20 years, which include both cancellable and non-cancellable leases. Most of the leases are renewable for further period on mutually agreeable terms and also include escalation clauses.

(₹ in Crores)

| Particulars   | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|---|---------------------------|---------------------------|--------------------------|
| The future minimum lease payment under non-cancellable operating leases |                           |                           |                          |
| Not later than one year   | 0.01                      | 0.77                      | 2.08                     |
| Later than one year but not later than five years                       | -                         | 0.00                      | 0.55                     |
| Later than five years   | -                         | -                         | -                        |
|   | 0.01                      | 0.77                      | 2.63                     |

Lease Rentals charged to Statement of Profit and Loss ₹ 47.10 Crores (Previous year ₹ 44.48 Crores) (Refer Note 33)

# Note 39 Disclosure on Employee Benefits

Disclosure is hereby given in pursuant to Ind AS19 - "Employee Benefits"

# (a) Defined Contribution Plan

During the year, the Company has recognised the following amounts in the Statement of Profit and Loss (Refer Note 30)

(₹ in Crores)

| Particulars   | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|---|--------------------------------|--------------------------------|
| Employer's Contribution to Provident and Other Fund<br>Employer's Contribution to ESIC Scheme | 10.94<br>2.87                  | 9.86<br>2.28                   |
|   | 13.81                          | 12.14                          |

**(b) Defined Benefit Plan - Gratuity (Funded):** The Company pays annual contribution for Employees Group Gratuity Scheme to Life Insurance Corporation of India (LIC) to fund its Plan. Under the Gratuity Plan, every employee who has completed atleast five years of service gets Gratuity at the time of separation or retirement, whichever is earlier @ 15 days of last drawn salary for each completed year of service. The Present value of obligation is determined based on Actuarial Valuation using the Projected Unit Credit Method.

<sup>\*\*</sup> The matter was decided in favour of the Company and Department preferred appeal before Hon'ble Supreme Court of India. Supreme Court of India directed petitioner to file fresh Appeal in High Court. Matter is pending at High Court since 31st May, 2017.

| ·   |                                | (₹ in Crores                   |  |
|---|--------------------------------|--------------------------------|--|
| Particulars   | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |  |
| Reconciliation of opening and closing balances of Defined Benefit Obligation                                |                                |                                |  |
| Present Value of Defined Benefit Obligation at the beginning of the year                                    | 18.60                          | 18.10                          |  |
| Current Service Cost  | 3.82                           | 3.75                           |  |
| Interest Cost   | 1.38                           | 1.40                           |  |
| Benefit Paid  | (1.11)                         | (1.11)                         |  |
| Remeasurement (Gains)/Losses  |                                |                                |  |
| Actuarial (Gains)/Losses arising from changes in Demographic Assumptions                                    | (2.08)                         | -                              |  |
| Actuarial (Gains)/Losses arising from changes in Financial Assumptions                                      | 0.24                           | (2.90)                         |  |
| Actuarial (Gains)/Losses arising from Experience Adjustments  | 2.56                           | (0.64)                         |  |
| Present Value of Defined Benefit Obligation at the end of the year  | 23.41                          | 18.60                          |  |
| Reconciliation of opening and closing balances of the Fair Value of Plan Assets                             |                                |                                |  |
| Fair Value of Plan Assets at the beginning of the year  | 17.99                          | 17.76                          |  |
| Interest Income   | 1.33                           | 1.37                           |  |
| Remeasurement Gains/(Losses)  |                                |                                |  |
| Return on Plan Assets (Excluding amounts included in net interest expense)                                  | 0.11                           | (0.03)                         |  |
| Contribution by the Company   | 4.75                           | -                              |  |
| Benefits Paid   | (1.11)                         | (1.11)                         |  |
| Fair Value of Plan Assets at the end of the year  | 23.07                          | 17.99                          |  |
| Major Category of Plan Assets as % to total Plan Assets   |                                |                                |  |
| Life Insurance Corporation of India (LIC)   | 100%                           | 100%                           |  |
| Reconciliation of the Present Value of the Defined Benefit Obligation and the Fair Value of the Plan Assets |                                |                                |  |
| Present Value of Defined Benefit Obligations  | 23.41                          | 18.60                          |  |
| Fair Value of the Plan Assets   | 23.07                          | 17.99                          |  |
| Amount Recognised in Balance Sheet as Liability   | 0.34                           | 0.61                           |  |
| Amount Recognised as Liability under  |                                |                                |  |
| Non Current (Refer Note 19)   | 0.28                           | 0.47                           |  |
| Current (Refer Note 25)   | 0.28                           | 0.47                           |  |
| Cullent (Relei Note 23)   | 0.34                           | 0.61                           |  |
| Expenses Recognised in the Statement of Profit and Loss (Refer Note 30)                                     |                                |                                |  |
| Current Service Cost  | 3.82                           | 3.75                           |  |
| Interest Cost   | 0.05                           | 0.03                           |  |
|   | 3.87                           | 3.78                           |  |
| Expenses Recognised in Statement of Other Comprehensive Income  |                                |                                |  |
| Actuarial (Gains)/Losses arising from changes in Demographic Assumptions                                    | (2.08)                         | _                              |  |
| Actuarial (Gains)/Losses arising from changes in Financial Assumptions                                      | 0.24                           | (2.90)                         |  |
| Actuarial (Gains)/Losses arising from experience Adjustments  | 2.56                           | (0.64)                         |  |
| Return on Plan Assets (Gains)/Losses (Excluding amounts included in Net Interest Expense)                   | (0.11)                         | 0.03                           |  |
|   | 0.61                           | (3.51)                         |  |
| Expected Contribution to the Fund in next year  |                                |                                |  |
| Gratuity  | 3.90                           | 4.28                           |  |
| Actuarial Assumptions   |                                |                                |  |
| Interest Rate for discounting (Per Annum) (%)   | 7.30                           | 7.40                           |  |
| Withdrawal Rate (All Ages) (Per Annum) (%)  | 12.00                          | 8.00                           |  |
| Retirement Age :  | 12.00                          | 5.00                           |  |
| For Employees of Group A (In Years)   | 58                             | 60                             |  |
| For Employees of Group B (in Years)   | 70                             | 70                             |  |
| Rate of Escalation in Salary (per annum) (%)  | 10.00                          | 10.00                          |  |
|   |                                |                                |  |
| Method of Computation  Demographic Assumption: Life Expectancy  | Projected Unit                 |                                |  |
| Demographic Assumption: Life Expectancy   | IALM (20                       | IALM (2006-2008)               |  |

### Quantitative sensitivity analysis for significant assumptions is as shown below

(₹ in Crores)

| Particulars                     | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|---------------------------------|--------------------------------|--------------------------------|
| Defined Benefit Obligation Base | 23.41                          | 18.60                          |
| Change in Discount Rate         |                                |                                |
| Increase by 1%                  | (1.51)                         | (1.71)                         |
| Decrease by 1%                  | 1.71                           | 2.02                           |
| Change in Salary Escalation     |                                |                                |
| Increase by 1%                  | 1.65                           | 1.95                           |
| Decrease by 1%                  | (1.49)                         | (1.69)                         |

Changes in Defined Benefit Obligation due to 1% Increase / Decrease in Mortality Rate is negligible.

The above Sensitivity Analysis have been determined based on a method that extrapolates the Impact on Defined Benefit Obligation as a result of reasonable changes in significant assumptions occurring at the end of the reporting period if all other assumptions remain constant.

### **Maturity Profile of Defined Benefit Obligation**

(₹ in Crores)

| Particulars  | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|--|--------------------------------|--------------------------------|
| Weighted Average Duration of the Defined Benefit Obligation (In Years) | 11                             | 17                             |
| Expected Payment in future years                                       |                                |                                |
| Within next 12 months  | 2.49                           | 0.96                           |
| Between 1 and 5 years  | 8.13                           | 4.57                           |
| More than 5 years  | 12.79                          | 13.07                          |
|  | 23.41                          | 18.60                          |

The above information is certified by Actuary. The estimates of escalation in salary take into account inflation, seniority, promotion and other relevant factors.

It includes Gratuity for KMP as it is worked out for the Company as a whole (Refer Note 47).

# **Risk Exposure**

 $Valuations \ are \ based \ on \ certain \ assumptions, which \ are \ dynamic \ in \ nature \ and \ vary \ over time. \ As \ such \ Company \ is \ exposed \ to \ various \ risks \ as \ follows$ 

**Investment Risk** - The Present value of the Defined Benefit Plan Liability is calculated using a discount rate determined by reference to Government Bonds yield. If Plan liability is funded and return on Plan Assets is below this rate, It will create a plan deficit.

Interest Risk (Discount Rate Risk) - A decrease in the bond interest rate (discount rate) will increase the Plan liability.

**Mortality Risk** - The Present value of the Defined Benefit Plan liability is calculated by reference to the best estimate of the mortality of Plan participants. For this report, Indian Assured Lives Mortality (2006-08) Ultimate table has been used. A change in mortality rate will have a bearing on the Plan's liability.

**Salary Risk** - The Present value of the Defined Benefit Plan Liability is calculated with the assumption of salary increase rate of Plan participants in future. Deviation in the rate of increase of salary in future for Plan participants from the rate of increase in salary used to determine the Present value of obligation will have a bearing on the Plan's liability.

# Note 40 Employee Stock Option Plan

RFL Employee Stock Option Plan 2014 (hereinafter referred to as the "ESOP 2014" / "The Plan"), was approved by the Shareholders through Postal Ballot on 5<sup>th</sup> August, 2014. The Plan entitles the permanent employees, existing and future, including the Whole-Time Director (but excluding the Independent Directors and Promoter Directors) of the Company to exercise the option granted for purchase of Equity Shares in the Company at the exercise price i.e. the market price of the Equity Shares as on date of grant, subject to compliance with vesting conditions.

| Particulars  | Details  |
|--|--|
| Name of the Plan   | RFL Employee Stock Option Plan 2014  |
| Method used to account for the employee share based payment plan | Fair Value   |
| No. of Options reserved  | 1800180  |
| Persons Entitled   | Whole-Time Director and Employees  |
| Options Grant Date   | 9th August 2014, 9th May 2015, 25th July 2015, 31st October 2015, 14th May 2016, 30th July 2016, 5th November 2016, 5th August 2017, 4th November 2017 |
| Vesting Period   | 1-4 years from Grant Date  |
| Exercise Period  | Maximum 4 years from the date of vesting of options  |
| Lock-in-Period   | No lock-in-period after exercise   |

| Particulars                               | Options granted on<br>4th November, 2017 | Options granted on<br>5th August, 2017 |
|---|--|--|
| Vesting Schedule                          | 10%, 15%, 25% and<br>50% at each year    | 10%, 15%, 25% and<br>50% at each year  |
| Exercise Period (In Years)                | 4  | 4                                      |
| Exercise Price (In ₹)                     | 593.95                                   | 456.95                                 |
| Market price on the date of grant (In ₹ ) | 593.95                                   | 456.95                                 |

# The Details of activity under the scheme are summarized below

| Particulars                               | Year ended 31s | t March, 2018 | Year ended 31st March, 2017 |              |  |
|---|----------------|---------------|-----------------------------|--------------|--|
| T difficulties                            | No. of Options | WAEP (in ₹ )  | No. of Options              | WAEP (in ₹ ) |  |
| Outstanding at the beginning of the year  | 333800         | 245.46        | 420440                      | 218.53       |  |
| Granted during the year                   | 494200         | 464.68        | 54400                       | 469.71       |  |
| Vested during the year                    | 280790         | 333.66        | 105440                      | 213.78       |  |
| Forfeited during the year                 | 62540          | 406.28        | 50490                       | 339.32       |  |
| Exercised during the year (Refer Note 15) | 223370         | 204.20        | 90550                       | 202.82       |  |
| Outstanding at the end of the year        | 542090         | 443.61        | 333800                      | 245.46       |  |
| Exercisable at the end of the year        | 86690          | 333.66        | 29950                       | 223.51       |  |

The weighted average remaining contractual life for the stock options outstanding as at 31st March, 2018 is 5.95 years (Previous Year 4.05 years). The weighted average exercise price for options outstanding as at 31st March, 2018 is ₹ 443.77 (Previous Year ₹ 245.46).

The weighted average Fair Value of stock options granted during the year ended on 31st March, 2018 is ₹ 327.05 per option (Previous Year ₹ 168.98 per option).

The Black Scholes valuation model has been used for computing weighted average Fair Value considering the following inputs

| Particulars                 | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|-----------------------------|--------------------------------|--------------------------------|
| Stock Price (In ₹)          | 464.68                         | 469.71                         |
| Volatility (%)              | 85.40                          | 40.79                          |
| Risk Free Rate (%)          | 6.50                           | 6.89                           |
| Exercise Price (In ₹)       | 464.68                         | 469.71                         |
| Time to Maturity (In years) | 5.15                           | 3.12                           |
| Dividend Yield (%)          | 0.22                           | 0.13                           |

# Note 41 Disclosure on Earnings Per Share

As per requirement of Ind AS 33 - "Earnings Per Share", following is the disclosure

| Particulars   | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|---|--------------------------------|--------------------------------|
| Profit for the Year   | 161.07                         | 119.95                         |
| Weighted average number of Equity Shares in calculating Basic EPS   | 120220822                      | 120076168                      |
| Dilutive impact for number of ESOPs                                 | 146592                         | 148537                         |
| Weighted average number of Equity Shares in calculating Diluted EPS | 120367414                      | 120224705                      |
| Earnings Per Equity Share of ₹ 1/- each (In ₹)                      |                                |                                |
| Basic   | 13.40                          | 9.99                           |
| Diluted   | 13.38                          | 9.98                           |

# **Note 42 Foreign Currency Exposure**

The details of Foreign Currency Exposure are given below

( Amount in Crores)

| Nature                                 | HeM  | As at 31st March, 2018 UoM Amount |           | As at 31st March, 2017 Amount |           | As at 1st April, 2016<br>Amount |          |
|--|------|-----------------------------------|-----------|-------------------------------|-----------|---------------------------------|----------|
| Nature                                 |      | FCY                               | ount<br>₹ | FCY                           | ount<br>₹ | FCY                             | termente |
| Unhedged Foreign Currency Exposure     |      |                                   |           |                               |           |                                 |          |
| Import Payables                        | USD  | 0.08                              | 5.19      | 0.06                          | 3.97      | 0.15                            | 10.23    |
| Import Payables                        | EURO | 0.00                              | 0.06      | 0.00                          | 0.01      | 0.00                            | 0.03     |
| Import Payables                        | AED  | 0.00                              | 0.07      | -                             | -         | -                               | -        |
| Export Receivables                     | USD  | 0.27                              | 17.59     | 0.19                          | 12.15     | 0.12                            | 7.88     |
| Export Receivables                     | GBP  | -                                 | -         | -                             | -         | 0.01                            | 0.56     |
| Bank Balance                           | AED  | 0.00                              | 0.05      | -                             | -         | -                               | -        |
| Hedged Foreign Currency Exposure       |      |                                   |           |                               |           |                                 |          |
| Currency Rate Swaps                    | USD  | 0.40                              | 26.02     | 0.89                          | 57.55     | 1.49                            | 100.54   |
| Interest Rate Swaps                    | USD  | 0.00                              | 0.10      | 0.00                          | 0.27      | 0.01                            | 0.46     |
| Number of buy contracts                | Nos  | 70                                | )         | 59                            | 3         | 58                              | 3        |
| Forward Contracts - Import Payables    | USD  | 0.28                              | 18.44     | 0.25                          | 16.01     | 0.33                            | 21.76    |
| Forward Contracts - Import Orders      | USD  | 0.74                              | 48.22     | 0.69                          | 44.88     | 0.53                            | 34.83    |
| Forward Contracts - Import Orders      | EURO | 0.21                              | 17.02     | -                             | -         | -                               | -        |
| Forward Contracts - Buyer's Credit*    | USD  | -                                 | -         | 0.03                          | 1.90      | 0.06                            | 3.87     |
| Number of sell contracts               | Nos  | Nil                               |           | Nil                           |           | 1                               |          |
| Forward Contracts - Export Receivables | USD  | -                                 | -         | -                             | -         | 0.02                            | 1.33     |

<sup>\*</sup> Refer Note 21

### Note 43 Financial Risk Management

The Company's principal financial liabilities other than derivatives comprises of borrowings, trade and other payables. The main purpose of these financial liabilities is to finance the Company's operations. The Company's principal financial assets includes trade and other receivables, security deposits, Cash and cash equivalents and loans that derive directly from its operations. The Company also hold Investments carried at fair value through other Comprehensive Income (FVTOCI)/ Amortised cost. The Company is exposed to credit risk, liquidity risk and market risk that are summarised as under.

| Nature                | Exposure arising from  | Measurement  | Management  |
|-----------------------|--|--|---|
| Credit Risk           | Cash and Cash Equivalents, Trade<br>Receivables, and other Financial<br>Assets         | Ageing analysis                                    | Trade Receivables are reviewed and assessed for impairment losses at every reporting period, fixing of Credit Limits and dealing with high credit rating Banks. |
| Liquidity Risk        | Borrowings, Trade Payables and other Financial Liabilities                             | Annual Projected Cash<br>Flow with periodic review | Availability of committed credit lines and borrowing facilities   |
| Market Risk           |  |  |   |
| Foreign Exchange Risk | Recognised Financial Assets and<br>Liabilities not denominated in<br>Indian rupees (₹) | Sensitivity analysis                               | Risk coverage through Forward exchange contracts/Currency swaps   |
| Interest Rate Risk    | Term Loan & Working Capital<br>Facilities from Bank                                    | Sensitivity analysis                               | Foreign Currency interest rate swaps  |
| Price Risk            | Investments in Equity Securities   | Sensitivity analysis                               | Portfolio diversification   |

## **Credit Risk**

Credit risk is the risk that counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss. The Company is exposed to credit risk from its operating activities (Primarily trade receivables).

# Management of Credit Risk

Concentration of credit risk with respect to trade receivables are limited, due to the customer base being large across all regions. All trade receivables are reviewed and assessed at every reporting period.

 $Historical \, experience \, of collecting \, receivables \, of \, the \, Company \, is \, supported \, by \, low \, level \, of \, past \, defaults \, and \, hence \, the \, credit \, risk \, is \, perceived \, to \, be \, low.$ 

The Credit risk on cash and bank balances and derivatives is negligible because the counterparties are Banks.

Exposure to Credit Risk (₹ in Crores)

| Particulars  | Note No. | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|--|----------|---------------------------|---------------------------|--------------------------|
| Financial Assets for which Allowance are measured using 12 Months expected credit loss |          |                           |                           |                          |
| Non Current  |          |                           |                           |                          |
| Investments  | 3        | 0.20                      | 0.70                      | 0.50                     |
| Loans  | 4        | 16.20                     | 14.56                     | 13.71                    |
| Other Financial Assets   | 5        | 0.61                      | 0.90                      | 5.73                     |
|  |          | 17.01                     | 16.16                     | 19.94                    |
| Current Assets   |          |                           |                           |                          |
| Investments  | 8        | 0.50                      | -                         | -                        |
| Cash and Cash Equivalents  | 10       | 3.12                      | 3.51                      | 2.24                     |
| Other Bank Balances  | 11       | 0.88                      | 0.14                      | 0.13                     |
| Loans  | 12       | 0.39                      | 0.28                      | 0.29                     |
| Other Financial Assets   | 13       | 1.25                      | 3.43                      | 6.19                     |
|  |          | 6.14                      | 7.36                      | 8.85                     |
| Financial Assets for which Allowance are measured using life time expected credit loss |          |                           |                           |                          |
| Current Assets Trade Receivables   | 9        | 192.35                    | 123.18                    | 108.69                   |

# Ageing Analysis of Trade Receivables

(₹ in Crores)

| Particulars                 | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|-----------------------------|---------------------------|---------------------------|--------------------------|
| Up to 30 days past due      | 157.96                    | 103.81                    | 93.50                    |
| 31 to 90 days past due      | 23.87                     | 14.51                     | 11.57                    |
| 91 to 180 days past due     | 6.96                      | 2.44                      | 1.45                     |
| 181 to 365 days past due    | 2.63                      | 1.87                      | 1.54                     |
| More than 365 days past due | 0.93                      | 0.55                      | 0.63                     |
|                             | 192.35                    | 123.18                    | 108.69                   |

# **Reconciliation of Allowances for Doubtful Trade Receivables**

| Particulars              | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|--------------------------|--------------------------------|--------------------------------|
| Opening Balance          | 1.70                           | 0.96                           |
| Addition during the year | 0.73                           | 0.74                           |
| Reversed during the year | -                              | -                              |
| Closing Balance          | 2.43                           | 1.70                           |

# **Liquidity Risk**

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company's main source of liquidity is cash and cash equivalents and the Cash flows that is generated from operations. The Company's approach to manage liquidity is to ensure that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation. The Company manages liquidity risk by maintaining adequate reserves, by continuously monitoring forecast with actual cash flows and matching the maturity profiles of the financial assets and liabilities.

The table below provides the maturity profile of the Company's financial liabilities based on contractual undiscounted payments.

|  |          |                    | Maturity Profile of Financial Liabilities |                          |                      |        |  |  |
|--|----------|--------------------|---|--------------------------|----------------------|--------|--|--|
| Particulars                                      | Note No. | Carrying<br>Amount | Within 1 year                             | Between 1 and 5<br>years | More than 5<br>years | Total  |  |  |
| As at 31st March, 2018                           |          |                    |   |                          |                      |        |  |  |
| Non-Current Liabilities                          |          |                    |   |                          |                      |        |  |  |
| Financial Liabilities                            |          |                    |   |                          |                      |        |  |  |
| Borrowings                                       | 17       | 39.26              | -   | 39.26                    | -                    | 39.26  |  |  |
| Other Financial Liabilities                      | 18       | 0.71               | -   | 0.71                     | -                    | 0.71   |  |  |
| Current Liabilities                              |          |                    |   |                          |                      |        |  |  |
| Financial Liabilities                            |          |                    |   |                          |                      |        |  |  |
| Borrowings                                       | 21       | 86.09              | 86.09                                     | -                        | -                    | 86.09  |  |  |
| Trade Payables                                   | 22       | 174.90             | 174.90                                    | -                        | -                    | 174.90 |  |  |
| Other Financial Liabilities*                     | 23       | 92.63              | 92.63                                     | -                        | -                    | 92.63  |  |  |
|  |          | 393.59             | 353.62                                    | 39.97                    | -                    | 393.59 |  |  |
| As at 31st March, 2017                           |          |                    |   |                          |                      |        |  |  |
| Non-Current Liabilities                          |          |                    |   |                          |                      |        |  |  |
| Financial Liabilities Borrowings                 | 17       | 70.94              |   | 70.94                    |                      | 70.94  |  |  |
| Other Financial Liabilities                      | 18       | 0.40               | _   | 0.40                     | _                    | 0.40   |  |  |
| Other i mancial clabilities                      | 10       | 0.40               |   | 0.40                     |                      | 0.40   |  |  |
| Current Liabilities                              |          |                    |   |                          |                      |        |  |  |
| Financial Liabilities                            |          |                    |   |                          |                      |        |  |  |
| Borrowings                                       | 21       | 60.89              | 60.89                                     | -                        | -                    | 60.89  |  |  |
| Trade Payables                                   | 22       | 125.70             | 125.70                                    | -                        | -                    | 125.70 |  |  |
| Other Financial Liabilities*                     | 23       | 99.41              | 99.41                                     | -                        | -                    | 99.41  |  |  |
| A at 4 th Auril 2005                             |          | 357.34             | 286.00                                    | 71.34                    | -                    | 357.34 |  |  |
| As at 1st April, 2016<br>Non-Current Liabilities |          |                    |   |                          |                      |        |  |  |
| Financial Liabilities                            |          |                    |   |                          |                      |        |  |  |
| Borrowings                                       | 17       | 119.86             | _   | 119.86                   |                      | 119.86 |  |  |
| Other Financial Liabilities                      | 18       | 0.59               | -   | 0.59                     | _                    | 0.59   |  |  |
|  | 10       | 0.55               |   | 0.33                     |                      | 0.55   |  |  |
| Current Liabilities                              |          |                    |   |                          |                      |        |  |  |
| Financial Liabilities                            |          |                    |   |                          |                      |        |  |  |
| Borrowings                                       | 21       | 89.61              | 89.61                                     | -                        | -                    | 89.61  |  |  |
| Trade Payables                                   | 22       | 122.37             | 122.37                                    | -                        | -                    | 122.37 |  |  |
| Other Financial Liabilities*                     | 23       | 90.36              | 90.36                                     | -                        | -                    | 90.36  |  |  |
|  |          | 422.79             | 302.34                                    | 120.45                   | -                    | 422.79 |  |  |

<sup>\*</sup> Security Deposit received from customers are repayable on termination of agreement.

### Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: foreign exchange risk, interest rate risk and other price risk, such as equity price risk and commodity price risk. Financial instruments affected by market risk include Indian rupee loans, foreign currency loans and buyer's credit.

#### Foreign Exchange Risk

Foreign Exchange risk is the risk that the Fair Value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company's exposure to the risk of changes in foreign exchange rates relates primarily to the Company's operating activities (When revenue or expense is denominated in a foreign currency). The Company uses forward exchange contracts to mitigate foreign exchange related risk exposures. The Company's exposure to unhedged foreign currency risk as at 31st March 2018, 31st March 2017 and 1st April 2016 has been disclosed (Refer Note 42). Currency risks related to the principal amounts of the Company's US dollar bank loans, have been hedged using currency swaps that mature when due for repayment.

### Foreign Currency Risk Sensitivity

The following table demonstrate the sensitivity analysis on Profit before tax due to change in USD exchange rate, with all other variables held constant. The impact on the Company's Profit Before Tax is due to changes in the Fair Value of monetary assets and liabilities.

USD Sensitivity Analysis (₹ in Crores)

| Particulars   | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|---|--------------------------------|--------------------------------|
| Impact on Profit Before Tax due to change in USD rate |                                |                                |
| Increase by 2%  | 0.25                           | 0.16                           |
| Decrease by 2%  | (0.25)                         | (0.16)                         |

The Company's unhedged foreign currency exposure denominated in Euro & AED are insignificant, hence sensitivity analysis has not been disclosed.

### Interest Rate Risk

Interest rate risk is the risk that the Fair Value or future cash flows of a Financial Instrument will fluctuate because of changes in market interest rates. The Company is mainly exposed to interest rate risk due to its variable interest rate borrowings. The interest rate risk arises due to uncertainties about the future market interest rate of these borrowings.

### **Exposure to Interest Rate Risk**

As at 31st March, 2018, the exposure to interest rate risk due to variable interest rate borrowings amounted to ₹127.34 Crores (Previous year ₹118.99 Crores, 1st April 2016 ₹145.74 Crores)

### Interest Rate Risk Sensitivity

The following table demonstrate the sensitivity to a reasonably possible change in interest rate with all other variables held constant. The impact on the Company's Profit Before Tax is due to changes in the interest rates on variable rate portion of loans & borrowings

# Interest Rate Sensitivity Analysis

(₹ in Crores)

| Particulars  | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|--|--------------------------------|--------------------------------|
| Impact on Profit Before Tax due to change in Interest Rate |                                |                                |
| Increase by 0.50 bps                                       | (0.25)                         | (0.28)                         |
| Decrease by 0.50 bps                                       | 0.25                           | 0.28                           |

### **Price Risk**

# **Equity Price Risk**

The Company's Unquoted Equity instruments are susceptible to market price risk arising from uncertainties about future values of the investment. The investment in Unquoted Equity instruments is not significant.

# **Commodity Price Risk**

The key raw materials used in the manufacturing of footwear are Natural Rubber, Synthetic Rubber, EVA and PU Material. Price volatility of these commodities depend mainly on the international market conditions and fluctuation in the price of crude oil and its derivatives. To mitigate the risk, the Company has been constantly monitoring the price trend in domestic and international market.

### Note 44 Capital Management

Capital includes Equity Share Capital and Other Equity attributable to the Equity holders of the Company. The Primary objective of the Company's Capital Management is to ensure that it maintains an Efficient Capital Structure and maximise the Shareholder's Value.

The Company manages its Capital Structure and makes adjustments in light of changes in economic conditions and all the requirements of the financial covenants. To maintain or adjust the Capital Structure, the Company may adjust the dividend payment to Shareholders, return Capital to Shareholders or issue new shares.

Debt to Equity Ratio (₹ in Crores)

| Particulars            | Note No. | As at<br>31st March, 2018 | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|------------------------|----------|---------------------------|---------------------------|--------------------------|
| Equity Share Capital   | 15       | 12.03                     | 12.01                     | 12.00                    |
| Other Equity           | 16       | 749.18                    | 594.36                    | 477.64                   |
| Total Equity           |          | 761.21                    | 606.37                    | 489.64                   |
| Non Current- Borrowing | 17       | 39.26                     | 70.94                     | 119.86                   |
| Debt to Equity Ratio   |          | 0.05                      | 0.12                      | 0.24                     |

No Changes were made in the objectives, policies or processes for managing Capital during the year ended 31st March, 2018.

# Note 45 Events Occurring after the Balance Sheet Date

The Board of Directors has recommended dividend at the rate of ₹ 1.50 per share of face value of ₹ 1/- each aggregating to ₹ 21.76 Crores (including Dividend distribution tax of ₹ 3.71 Crores) for the year ended 31st March, 2018.

# **Note 46 Collaterals**

The Company has hypothecated/mortgaged its Current assets, Property Plant & Equipment as collateral against its borrowing. (Refer Note 17 & 21)

# **Note 47 Related Party Transactions**

In pursuant to Ind AS 24 "Related Party Disclosures" are as under

# i) Names of Related Parties and Related Party Relationship

# (a) Individuals owning directly or indirectly, an interest in the voting power of the Company that gives them Significant Influence over the Company and Key Management Personnel (KMP)

| Name                 | Designation         |
|----------------------|---------------------|
| Mr. Ramesh Kumar Dua | Managing Director   |
| Mr. Mukand Lal Dua   | Whole Time Director |

### (b) Key Management Personnel (KMP)

| Name              | Designation         |
|-------------------|---------------------|
| Mr. Nikhil Dua    | Whole Time Director |
| Mr. Deval Ganguly | Whole Time Director |

# (c) Entities where Individuals and Key Management Personnel (KMP) as defined in Note 47 (i) (a) and 47 (i) (b) above Exercise Significant Influence.

### Name of Entities

Marvel Polymers Private Limited Relaxo Rubber Private Limited

Patel Oil Mills

Sh. Ramesh Kumar Dua (H.U.F)
Sh. Mukand Lal Dua (H.U.F)
Sh. Mool Chand Dua (H.U.F)

Relaxo Foundation

Shri Mool Chand Dua Memorial Society

# (d) Relatives of Individuals owning directly or indirectly, an interest in the voting power of the Company that gives them Significant Influence over the Company and Relatives of Key Management Personnel (KMP)

| Name           | Relationship                  |
|----------------|-------------------------------|
| Ms. Usha Dua   | Wife of Whole Time Director   |
| Ms. Lalita Dua | Wife of Managing Director     |
| Mr. Ritesh Dua | Son of Whole Time Director    |
| Mr. Nitin Dua  | Son of Whole Time Director    |
| Mr. Gaurav Dua | Son of Managing Director      |
| Ms. Sakshi Dua | Daughter of Managing Director |
| Mr. Rahul Dua  | Son of Managing Director      |

# (e) Independent Directors

# Name

Mr. Pankaj Shrimali

Mr. Kuruvila Kuriakose

Mr. Vivek Kumar

Ms. Deepa Verma

# (f) Employee Group Gratuity Scheme

# Name of trust

Trustees Relaxo Footwears Limited Employee Group Gratuity Scheme

# ii) Related Party Transactions

(₹ in Crores)

| Particulars   | Entities where<br>KMP and<br>Individuals<br>exercise<br>Significant<br>Influence | Individuals<br>having<br>Significant<br>Influence over<br>the Company<br>and KMP | КМР            | Relatives of<br>Individuals<br>and KMP | Independent<br>Directors | Trustees Relaxo<br>Footwears<br>Limited<br>Employee<br>Group Gratuity<br>Scheme | Total              |
|---|--|--|----------------|--|--------------------------|---|--------------------|
| Sale  | 0.01   | -  | -              | -                                      | -                        | -   | 0.01               |
| Rent  | 7.31<br>(7.17)   | 1.01<br>(0.98)   | 0.73<br>(0.72) | 2.84<br>(2.79)                         | -                        | -   | 11.89<br>(11.66)   |
| Dividend  | 0.03<br>(0.01)   | 5.82<br>(3.50)   | 0.45<br>(0.27) | 2.70<br>(1.62)                         | -                        | -   | 9.00<br>(5.40)     |
| Short-term employee<br>benefits- Salary                                       | -  | 2.41<br>(2.41)   | 2.71<br>(1.72) | 3.28<br>(3.00)                         | -                        | -   | 8.40<br>(7.13)     |
| Post-employment benefits-<br>Provident Fund and Gratuity                      | -  | 0.29<br>(0.29)   | 0.17<br>(0.15) | 0.23<br>(0.40)                         | -                        | -   | 0.69<br>(0.84)     |
| Long-term employee<br>benefits- Leave Encashment                              | -  | -  | 0.03<br>(0.04) | -<br>-                                 | -<br>-                   | -   | 0.03<br>(0.04)     |
| Contribution to Post<br>Employment Benefit Plan                               | -  | -<br>-   | -              | -<br>-                                 | -<br>-                   | 4.75<br>-   | 4.75<br>-          |
| Commission  | -  | 21.50<br>(15.56)   | -              | -<br>-                                 | -                        | -   | 21.50<br>(15.56)   |
| Sitting Fees  | -  | -<br>-   | -              | -<br>-                                 | 0.14<br>(0.11)           | -   | 0.14<br>(0.11)     |
| Contribution towards CSR  | 2.78   | -<br>-   | -              | -<br>-                                 | -                        | -   | 2.78               |
| Issue of Shares under "RFL<br>Employee Stock Option Plan<br>2014" (In Number) | -  | -<br>-   | 24480<br>-     | -                                      | -<br>-                   | -<br>-  | 24480              |
| Guarantees and Collaterals taken*   | -  | 304.61<br>(425.04)   | -              | -                                      | -                        | -   | 304.61<br>(425.04) |

Previous Year figures are given in brackets

<sup>\*</sup> Off Balance Sheet item

#### Note 48 Fair Value Measurements

The Fair Value of the assets and liabilities are included at the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in forced or liquidation sale.

The following methods, assumptions and valuation technique were used to estimate the Fair values

- a) The Carrying amounts of Cash and cash equivalents, Other bank balances, Trade receivables, Trade payables, Borrowings and Other financial assets and liabilities are considered same as their fair value due to their short term nature.
- b) Financial Assets and Liabilities with fixed and variable interest rates are evaluated by the Company based on parameters such as interest rates and individual credit worthiness of the counterparty.
- c) The Management assessed that fair values of above financial assets and liabilities approximate their carrying value due to amortised cost being calculated based on the Effective Interest Rates.
- d) The fair value of cross currency Interest rate swaps is determined as the present value of the estimated future cash flows based on observable yield curves.
- e) The fair value of forward exchange contracts and currency swaps is determined using forward exchange rates at the Balance Sheet date.

### Fair Value Hierarchy

This section explains the judgements and estimates made in determining the fair values of the financial instruments that are recognised and measured at fair value & amortised cost for which fair values are disclosed in the financial statements. To provide an indication about the reliability of the inputs used in determining fair value, the Company has classified its financial instruments into the three levels prescribed as per Ind AS 113- "Fair Value Measurement".

Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date.

Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly.

Level 3: Unobservable inputs for the asset or liability.

The below table provides comparision by class of Carrying amount and Fair Value of the Company's Financial Instruments along with Fair Value Hierarchy.

(₹ in Crores)

|  |          |                    |               |                            |                    |               |                            |                    | (             | ₹ in Crores)               |
|--|----------|--------------------|---------------|----------------------------|--------------------|---------------|----------------------------|--------------------|---------------|----------------------------|
|  |          | As at 31           | st March      | , 2018                     | As at 3            | Ist March     | , 2017                     | As at 1s           | it April, 2   | 016                        |
| Particulars                                    | Note No. | Carrying<br>Amount | Fair<br>Value | Fair<br>Value<br>Hierarchy | Carrying<br>Amount | Fair<br>Value | Fair<br>Value<br>Hierarchy | Carrying<br>Amount | Fair<br>Value | Fair<br>Value<br>Hierarchy |
| Financial Assets carried at<br>Amortised Cost  |          |                    |               |                            |                    |               |                            |                    |               |                            |
| Non-Current Assets                             |          |                    |               |                            |                    |               |                            |                    |               |                            |
| Investments<br>Unquoted Bonds                  | 3        | -                  | -             |                            | 0.50               | 0.50          | Level 3                    | 0.50               | 0.50          | Level 3                    |
| Loans  | 4        |                    |               |                            |                    |               |                            |                    |               |                            |
| Loans to Employees                             |          | 0.02               | 0.02          | Level 3                    | 0.06               | 0.06          | Level 3                    | 0.01               | 0.01          | Level 3                    |
| Security Deposits                              |          | 16.18              | 16.18         | Level 3                    | 14.50              | 14.50         | Level 3                    | 13.70              | 13.70         | Level 3                    |
| Other Financial Assets Share Application Money | 5        | -                  | -             |                            | -                  | -             |                            | 0.20               | 0.20          | Level 3                    |
| Balances with Bank held as<br>Margin Money     |          | 0.13               | 0.13          | Level 2                    | 0.13               | 0.13          | Level 2                    | 0.00               | 0.00          | Level 2                    |
| Current Assets                                 |          |                    |               |                            |                    |               |                            |                    |               |                            |
| Investments                                    | 8        | 0.50               | 0.50          | Level 3                    | -                  | -             |                            | -                  | -             |                            |
| Trade Receivables                              | 9        | 192.35             | 192.35        | Level 3                    | 123.18             | 123.18        | Level 3                    | 108.69             | 108.69        | Level 3                    |
| Cash and Cash Equivalents                      | 10       | 3.12               | 3.12          | Level 3                    | 3.51               | 3.51          | Level 3                    | 2.24               | 2.24          | Level 3                    |
| Other Bank Balances                            | 11       | 0.88               | 0.88          | Level 2                    | 0.14               | 0.14          | Level 2                    | 0.13               | 0.13          | Level 2                    |
| Loans  | 12       |                    |               |                            |                    |               |                            |                    |               |                            |
| Loans to Employees                             |          | 0.39               | 0.39          | Level 3                    | 0.28               | 0.28          | Level 3                    | 0.29               | 0.29          | Level 3                    |
| Other Financial Assets                         | 13       |                    |               |                            |                    |               |                            |                    |               |                            |
| Insurance Claims Receivable                    |          | 0.11               | 0.11          | Level 3                    | 0.35               | 0.35          | Level 3                    | 0.22               | 0.22          | Level 3                    |
| Interest accrued on Deposits and Bonds         |          | 0.07               | 0.07          | Level 3                    | 0.03               | 0.03          | Level 3                    | 0.01               | 0.01          | Level 3                    |
|  |          | 213.75             | 213.75        |                            | 142.68             | 142.68        |                            | 125.99             | 125.99        |                            |

|   |          | As at 3            | 31st March, 2018 |                            | As at 31st March, 2017 |               |                            | As at 1st April, 2016 |               |                            |
|---|----------|--------------------|------------------|----------------------------|------------------------|---------------|----------------------------|-----------------------|---------------|----------------------------|
| Particulars   | Note No. | Carrying<br>Amount | Fair<br>Value    | Fair<br>Value<br>Hierarchy | Carrying<br>Amount     | Fair<br>Value | Fair<br>Value<br>Hierarchy | Carrying<br>Amount    | Fair<br>Value | Fair<br>Value<br>Hierarchy |
| Financial Assets carried at Fair<br>Value through Profit or Loss                |          |                    |                  |                            |                        |               |                            |                       |               |                            |
| Non-Current Assets  |          |                    |                  |                            |                        |               |                            |                       |               |                            |
| Other Financial Assets<br>Derivatives   | 5        | 0.48               | 0.48             | Level 2                    | 0.77                   | 0.77          | Level 2                    | 5.53                  | 5.53          | Level 2                    |
| Current Assets  |          |                    |                  |                            |                        |               |                            |                       |               |                            |
| Other Financial Assets<br>Derivatives   | 13       | 1.07               | 1.07             | Level 2                    | 3.05                   | 3.05          | Level 2                    | 5.96                  | 5.96          | Level 2                    |
|   |          | 1.55               | 1.55             |                            | 3.82                   | 3.82          |                            | 11.49                 | 11.49         |                            |
| Financial Assets carried at Fair<br>Value through Other Comprehensive<br>Income |          | 1.33               | 1.33             |                            | 3.02                   | 3.02          |                            | 11.45                 | 11.45         |                            |
| Non-Current Assets  |          |                    |                  |                            |                        |               |                            |                       |               |                            |
| Investments   | 3        | 0.70               | 0.20             | 1                          | 0.70                   | 0.70          | 1 13                       |                       |               |                            |
| Unquoted Equity Instruments  Financial Liabilities carried at                   |          | 0.20               | 0.20             | Level 3                    | 0.20                   | 0.20          | Level 3                    | -                     | -             |                            |
| Amortised Cost  |          |                    |                  |                            |                        |               |                            |                       |               |                            |
| Non-Current Liabilities   |          |                    |                  |                            |                        |               |                            |                       |               |                            |
| Borrowings  | 17       | 39.26              | 39.26            | Level 2                    | 70.94                  | 70.94         | Level 2                    | 119.86                | 119.86        | Level 2                    |
| Other Financial Liabilities<br>Retention Money                                  | 18       | 0.71               | 0.71             | Level 3                    | 0.40                   | 0.40          | Level 3                    | 0.59                  | 0.59          | Level 3                    |
| Current Liabilities   |          |                    |                  |                            |                        |               |                            |                       |               |                            |
| Borrowings  | 21       | 86.09              | 86.09            | Level 2                    | 60.89                  | 60.89         | Level 2                    | 89.61                 | 89.61         | Level 2                    |
| Trade Payables  | 22       | 174.90             | 174.90           | Level 3                    | 125.70                 | 125.70        | Level 3                    | 122.37                | 122.37        | Level 3                    |
| Other Financial Liabilities Current Maturities of Non Current Borrowings        | 23       | 28.01              | 28.01            | Level 2                    | 46.61                  | 46.61         | Level 2                    | 40.68                 | 40.68         | Level 2                    |
| Interest accrued on Borrowings Security Deposits received from                  |          | 0.50               | 0.50             | Level 3                    | 0.97                   | 0.97          | Level 3                    | 1.58                  | 1.58          | Level 3                    |
| Customers   |          | 8.63               | 8.63             | Level 3                    | 9.29                   | 9.29          | Level 3                    | 9.39                  | 9.39          | Level 3                    |
| Others  |          | 0.38               | 0.38             | Level 3                    | 0.37                   | 0.37          | Level 3                    | 0.25                  | 0.25          | Level 3                    |
| Unpaid Dividend   |          | 0.12               | 0.12             | Level 3                    | 0.09                   | 0.09          | Level 3                    | 0.08                  | 0.08          | Level 3                    |
| Payable to Employees  |          | 24.50              | 24.50            | Level 3                    | 19.44                  | 19.44         | Level 3                    | 18.24                 | 18.24         | Level 3                    |
| Director's Commission Payable   |          | 21.50              | 21.50            | Level 3                    | 15.56                  | 15.56         | Level 3                    | 14.90                 | 14.90         | Level 3                    |
| Retention Money   |          | 4.60               | 4.60             | Level 3                    | 2.52                   | 2.52          | Level 3                    | 0.80                  | 0.80          | Level 3                    |
| Payable for Capital Goods   |          | 4.39               | 4.39             | Level 3                    | 2.56                   | 2.56          | Level 3                    | 3.23                  | 3.23          | Level 3                    |
|   |          | 393.59             | 393.59           |                            | 355.34                 | 355.34        |                            | 421.58                | 421.58        |                            |
| Financial Liabilities carried at<br>Fair Value through Profit or Loss           |          |                    |                  |                            |                        |               |                            |                       |               |                            |
| Current Liabilities   |          |                    |                  |                            |                        |               |                            |                       |               |                            |
| Other Financial Liabilities   | 23       |                    |                  |                            |                        |               |                            |                       |               |                            |
| Derivatives   |          | -                  | -                |                            | 2.00                   | 2.00          | Level 2                    | 1.21                  | 1.21          | Level 2                    |

There were no transfers between any levels during the year.

The sensitivity analysis of inputs to Fair Valuation of Investment carried at Fair Value through Other Comprehensive Income, is not significant, hence no disclosure is made.

### Note 49 Corporate Social Responsibility

Company implements its CSR activities through a registered society, namely Relaxo Foundation which focuses on bringing change in the lives of underprivileged communities surrounding Relaxo Plants. The thrust area of the Relaxo Foundation is 'Education & Skill Development', and 'Health & Hygiene' with particular focus on women, children and youth.

Company has formed a CSR committee under Section 135 of the Companies Act 2013 for implementation of CSR policy.

(₹ in Crores)

| Particulars   | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|---|--------------------------------|--------------------------------|
| Amount required to be spent by the Company in accordance with Section 135 of Companies Act ,2013                                  | 3.34                           | 2.78                           |
| Amount spent during the year (On purpose other than construction/acquisition of assets controlled by the Company) (Refer Note 33) | 2.78                           | -                              |

# Note 50 Payment to Auditors\*

(₹ in Crores)

| Particulars                       | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|-----------------------------------|--------------------------------|--------------------------------|
| As Auditor                        |                                |                                |
| Statutory Audit Fees              | 0.11                           | 0.09                           |
| Tax Audit Fees                    | -                              | 0.04                           |
| In Other Capacity                 |                                |                                |
| Limited Review and Other Services | 0.07                           | 0.08                           |
|                                   | 0.18                           | 0.21                           |

<sup>\*</sup> Included in Legal & Professional Expenses (Refer Note 33)

### Note 51 The Micro, Small and Medium Enterprises Development Act, 2006

The Information regarding Micro and Small Enterprises as defined under the "The Micro, Small and Medium Enterprises Development Act, 2006" ("The Act") has been determined to the extent such parties have been identified on the basis of information received by the Company (Refer Note 22). The impact of interest, if any, that may be payable to Micro and Small Enterprises in accordance with the provisions of the Act is not expected to be material, hence not provided in the Books of Accounts. Further, Company has not received such claim for interest from any vendor as at the Balance Sheet Date.

### Note 52 Segment Reporting

# **Operating Segment**

Based on guiding principles given in Ind AS 108 on "Operating Segments", the Company's business activity falls within a Single Operating Segment namely, "Footwear and Related Products", hence, the disclosure requirements relating to "Operating Segments" of Ind AS 108 are not applicable.

Geographical Segment (₹ in Crores)

| Particulars   | Year ended<br>31st March, 2018 | Year ended<br>31st March, 2017 |
|---------------|--------------------------------|--------------------------------|
| Revenue from  |                                |                                |
| Within India  | 1915.87                        | 1601.89                        |
| Outside India | 48.57                          | 50.08                          |
|               | 1964.44                        | 1651.97                        |

There is no Customer having revenue amounting to 10% or more of Company's total Revenue.

# Note 53 Authorisation for Issue of Financial Statements

The Financial Statements were authorised for issue by the Board of Directors at their meeting held on 11th May, 2018.

# Note 54 Rounding off

Figures have been rounded off to the nearest crore of rupees upto two decimal places. The figure 0.00 wherever stated represents value less than ₹ 50,000/-.

### Note 55 Regrouped, Recast and Reclassified

Previous year figures have been regrouped wherever necessary.

### Note 56 Transition to Ind AS

These are the first financial statements of the Company prepared in accordance with Ind AS.

The accounting policies set out in Note 36 have been applied in preparing the financial statements for the year ended 31st March, 2018, the comparative information presented in these financial statements for the year ended 31st March, 2017 and in the preparation of an opening Ind AS Balance Sheet as at 1st April, 2016 (the date of transition). In preparing its opening Ind AS Balance Sheet, the Company has adjusted the amounts reported previously in financial statements prepared in accordance with Accounting Standards notified under section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 (IGAAP) and other relevant provisions of the act.

## Exemptions

Ind AS 101 allows first-time adopters exemptions of certain requirements under Ind AS. The Company has applied the following exemptions:

Deemed cost for Property, Plant and Equipment, Capital work-in-progress and Intangible assets

Ind AS 101 permits a first-time adopter to elect to continue with the carrying value for all of its property, plant and equipment & capital work-in-progress as recognised in the financial statements as at the date of transition to Ind AS, measured as per IGAAP and use that as its deemed cost as at the date of transition. This exemption can also be used for Intangible Assets & Intangible Assets under Development covered by Ind AS 38. Accordingly, the Company has elected to measure the above mentioned assets at IGAAP carrying value.

### Exceptions

### **Estimates**

On assessment of estimates made under the IGAAP financial statements, the Company has concluded that there is no necessity to revise the estimates under Ind AS, as there is no objective evidence of an error in those estimates. However, estimates that were required under Ind AS but not required under IGAAP are made by the Company for the relevant reporting dates reflecting conditions existing as at that date.

Classification and measurement of financial assets

The Company has classified and measured the financial assets on the basis of facts and circumstances that exist at the date of transition to Ind AS.

De-recognition of financial assets and liabilities

Ind AS 101 requires a first-time adopter to apply the de-recognition provisions of Ind AS 109 prospectively for transactions occurring on or after the date of transition to Ind AS. However, Ind AS 101 allows a first-time adopter to apply the de-recognition requirements in Ind AS 109 retrospectively from a date of entity's choosing provided that the information needed to apply Ind AS 109 to financial assets and financial liabilities derecognised as a result of past transactions was obtained at the time of initially accounting for those transactions.

The Company has elected to apply the de-recognition provisions of Ind AS 109 prospectively from the date of transition to Ind AS.

An explanation of how the transition from IGAAP to Ind AS has affected the Company's financial position and financial performance is set out in the following tables and notes.

# **Reconciliation between IGAAP and Ind AS**

Ind AS 101 requires an entity to reconcile Equity, Total Comprehensive Income and Cash Flows for prior periods. The following tables represent the reconciliations from IGAAP to Ind AS.

a) Reconciliation of Equity

|                                    | Notes to               | As                | at 31st March, 20 | 017               | As               | s at 1st April, 20° | 16               |
|------------------------------------|------------------------|-------------------|-------------------|-------------------|------------------|---------------------|------------------|
| Particulars                        | First Time<br>Adoption | IGAAP*            | Adjustments       | IND AS            | IGAAP*           | Adjustments         | IND AS           |
| ASSETS                             |                        |                   |                   |                   |                  |                     |                  |
| Non-Current Assets                 |                        |                   |                   |                   |                  |                     |                  |
| Property, Plant and Equipment      | a                      | 480.08            | (0.28)            | 479.80            | 462.61           | (0.31)              | 462.30           |
| Capital Work-in-Progress           | ū                      | 61.91             | (0.20)            | 61.91             | 27.99            | (0.51)              | 27.99            |
| Intangible Assets                  |                        | 61.22             | _                 | 61.22             | 67.92            | _                   | 67.9             |
| ntangible Assets under Development |                        | 0.51              | _                 | 0.51              | 0.24             | _                   | 0.2              |
| Financial Assets                   |                        |                   |                   |                   |                  |                     |                  |
| Investments                        |                        | 0.70              | _                 | 0.70              | 0.50             | _                   | 0.5              |
| Loans                              |                        | 14.56             | _                 | 14.56             | 13.71            | _                   | 13.7             |
| Other Financial Assets             | b                      | 0.13              | 0.77              | 0.90              | 0.21             | 5.52                | 5.7              |
| Other Non-Current Assets           | a                      | 3.75              | 0.26              | 4.01              | 5.30             | 0.29                | 5.5              |
| Other Non-Current Assets           | d                      | 622.86            | 0.26              | <b>623.61</b>     | 578.48           | 5.50                | 583.9            |
| Current Assets                     |                        | 022.00            | 0.75              | 023.01            | 3/0.40           | 3.30                | 505.5            |
| Inventories                        |                        | 290.21            |                   | 290.21            | 285.84           | _                   | 285.8            |
| Financial Assets                   |                        | 230.21            |                   | 230.21            | 203.04           |                     | 203.0            |
| Trade Receivables                  |                        | 123.71            | (0.53)            | 123.18            | 108.69           | _                   | 108.6            |
|                                    | С                      |                   | (0.53)            |                   |                  |                     |                  |
| Cash and Cash Equivalents          |                        | 3.51              | -                 | 3.51              | 2.24             | -                   | 2.2              |
| Other Bank Balances                |                        | 0.14              | -                 | 0.14              | 0.13             | -                   | 0.1              |
| Loans                              |                        | 0.28              |                   | 0.28              | 0.29             |                     | 0.2              |
| Other Financial Assets             | b                      | 0.38              | 3.05              | 3.43              | 0.23             | 5.96                | 6.1              |
| Other Current Assets               | a,b                    | 26.05             | (0.07)            | 25.98             | 21.49            | (0.17)              | 21.3             |
| Total Assets                       |                        | 444.28<br>1067.14 | 2.45<br>3.20      | 446.73<br>1070.34 | 418.91<br>997.39 | 5.79<br>11.29       | 424.70<br>1008.6 |
|                                    |                        |                   | 5.25              | 107.010.1         |                  | 11122               |                  |
| EQUITY AND LIABILITIES             |                        |                   |                   |                   |                  |                     |                  |
| Equity                             |                        |                   |                   |                   |                  |                     |                  |
| Equity Share Capital               |                        | 12.01             | -                 | 12.01             | 12.00            | -                   | 12.0             |
| Other Equity                       | e,k                    | 592.78            | 1.58              | 594.36            | 467.98           | 9.66                | 477.6            |
| Total Equity                       |                        | 604.79            | 1.58              | 606.37            | 479.98           | 9.66                | 489.6            |
| Liabilities                        |                        |                   |                   |                   |                  |                     |                  |
| Non-Current Liabilities            |                        |                   |                   |                   |                  |                     |                  |
| Financial Liabilities              |                        |                   |                   |                   |                  |                     |                  |
| Borrowings                         | b                      | 69.81             | 1.13              | 70.94             | 112.99           | 6.87                | 119.8            |
| Other Financial Liabilities        |                        | 0.40              | -                 | 0.40              | 0.59             | -                   | 0.5              |
| Provisions                         |                        | 7.26              | -                 | 7.26              | 5.28             | -                   | 5.2              |
| Deferred Tax Liabilities (Net)     | d                      | 28.34             | (2.84)            | 25.50             | 27.01            | (3.75)              | 23.2             |
|                                    |                        | 105.81            | (1.71)            | 104.10            | 145.87           | 3.12                | 148.9            |
| Current Liabilities                |                        |                   |                   |                   |                  |                     |                  |
| Financial Liabilities              |                        |                   |                   |                   |                  |                     |                  |
| Borrowings                         |                        | 60.89             | -                 | 60.89             | 89.61            | -                   | 89.6             |
| Trade Payables                     |                        | 125.70            | -                 | 125.70            | 122.37           | -                   | 122.3            |
| Other Financial Liabilities        | b                      | 94.97             | 4.44              | 99.41             | 82.51            | 7.85                | 90.3             |
| Other Current Liabilities          | f                      | 54.92             | 15.39             | 70.31             | 49.00            | 11.21               | 60.2             |
| Provisions                         | b,e,f                  | 18.88             | (16.50)           | 2.38              | 25.27            | (20.55)             | 4.7              |
| Current Tax Liabilities (Net)      |                        | 1.18              | -                 | 1.18              | 2.78             | -                   | 2.7              |
|                                    |                        | 356.54            | 3.33              | 359.87            | 371.54           | (1.49)              | 370.0            |
| Total Liabilities                  |                        | 462.35            | 1.62              | 463.97            | 517.41           | 1.63                | 519.0            |
| Total Equity and Liabilities       |                        | 1067.14           | 3.20              | 1070.34           | 997.39           | 11.29               | 1008.68          |

<sup>\*</sup> IGAAP figures have been reclassified to conform to Ind AS presentation requirements for the purpose of this note.

| Particulars  | Notes to<br>First Time<br>Adoption | IGAAP*  | Adjustments | Ind AS  |
|--|------------------------------------|---------|-------------|---------|
| INCOME   |                                    |         |             |         |
| Revenue from Operations  | g                                  | 1739.84 | (87.87)     | 1651.97 |
| Other Income   | b                                  | 3.54    | 10.07       | 13.61   |
| Total Income   |                                    | 1743.38 | (77.80)     | 1665.58 |
| EXPENSES   |                                    |         |             |         |
| Cost of Materials Consumed   |                                    | 580.13  | -           | 580.13  |
| Purchases of Stock-in-Trade  |                                    | 140.54  | -           | 140.54  |
| Changes in Inventories of Finished Goods, Stock-in-Trade and Work-in-Progress                                  |                                    | 5.16    | -           | 5.16    |
| Excise Duty on Sale of Goods   | g                                  | -       | 20.82       | 20.82   |
| Employee Benefits Expense  | h,i                                | 172.21  | 4.83        | 177.04  |
| Finance Costs  | b                                  | 15.18   | (0.15)      | 15.03   |
| Depreciation and Amortization Expense  | a                                  | 51.48   | (0.02)      | 51.46   |
| Other Expenses   | a,b,c,g                            | 597.32  | (99.95)     | 497.37  |
| Total Expenses   |                                    | 1562.02 | (74.47)     | 1487.55 |
| Profit Before Tax  |                                    | 181.36  | (3.33)      | 178.03  |
| Tax Expense  |                                    |         |             |         |
| Current Tax  |                                    | 57.23   | -           | 57.23   |
| Deferred Tax (Credit) / Charge   | d                                  | 1.33    | (0.31)      | 1.02    |
| Tax for Earlier years (Net)  |                                    | (0.17)  | -           | (0.17)  |
|  |                                    | 58.39   | (0.31)      | 58.08   |
| Profit for the Year  |                                    | 122.97  | (3.02)      | 119.95  |
| Other Comprehensive Income   | j                                  |         |             |         |
| Items that will not be reclassified to Profit or Loss  |                                    |         |             |         |
| Remeasurement Gains / (Losses) on Defined Benefit Plan   | h                                  | -       | 3.51        | 3.51    |
| Income Tax effect  | d                                  | -       | (1.22)      | (1.22)  |
|  |                                    | -       | 2.29        | 2.29    |
| <b>Total Comprehensive Income for the Year</b> (Comprising Profit and Other Comprehensive Income for the year) |                                    | 122.97  | (0.73)      | 122.24  |

<sup>\*</sup> IGAAP figures have been reclassified to conform to Ind AS presentation requirements for the purpose of this note.

Reconciliation of Equity (₹ in Crores)

| Particulars   | Notes to<br>First Time<br>Adoption | As at<br>31st March, 2017 | As at<br>1st April, 2016 |
|---|------------------------------------|---------------------------|--------------------------|
| Equity as per IGAAP                                     |                                    | 604.79                    | 479.98                   |
| Adjustments   |                                    |                           |                          |
| Fair Valuation of Derivatives                           | Ь                                  | (0.73)                    | (2.76)                   |
| Allowances for Doubtful Trade Receivables               | С                                  | (0.53)                    | -                        |
| Proposed Dividend (Including Dividend Distribution Tax) | е                                  | -                         | 8.67                     |
| Deferred Tax Impact                                     | d                                  | 2.84                      | 3.75                     |
|   |                                    | 1.58                      | 9.66                     |
| Equity as per Ind AS                                    |                                    | 606.37                    | 489.64                   |

### **Reconciliation of Total Comprehensive Income**

(₹ in Crores)

| Particulars                               | Notes to<br>First Time<br>Adoption | Year ended<br>31st March, 2017 |
|---|------------------------------------|--------------------------------|
| Profit after Tax as per IGAAP             |                                    | 122.97                         |
| Adjustments                               |                                    |                                |
| Fair Valuation Gain on Derivatives        | ь                                  | 2.03                           |
| Allowances for Doubtful Trade Receivables | С                                  | (0.53)                         |
| Remeasurement of Defined Benefit Plan     | h                                  | (3.51)                         |
| Share Based Payments                      | i                                  | (1.32)                         |
| Deferred Tax Impact                       | d                                  | 0.31                           |
|   |                                    | (3.02)                         |
| Profit for the Year as per Ind AS         |                                    | 119.95                         |
| Other Comprehensive Income (Net of Taxes) | g,h,j                              | 2.29                           |
| Total Comprehensive Income as per Ind AS  |                                    | 122.24                         |

# Footnotes to the first time adoption of Ind AS

# a) Property, Plant and Equipment

Under IGAAP, leasehold land pertaining to windmill was shown under this head. The same is accounted for as an operating lease under Ind AS. Therefore, the net carrying amount of such leasehold land as at 31st March, 2017 amounting to ₹0.28 crore (1st April, 2016 ₹ 0.31 crore) has been classified under other non current and current assets. Other non current and current assets as at 31st March, 2017 have increased by ₹ 0.26 crore (1st April, 2016 ₹ 0.29 crore) and ₹ 0.02 crore (1st April 2016 ₹ 0.02 crore) respectively. Further, depreciation on such leasehold land amounting to ₹0.02 crore was reclassified from depreciation and amortisation expense to other expenses. There is no impact on equity or profit and loss.

# b) Derivatives

Under IGAAP, the premium on forward contracts was amortised as expense over the tenure of the contract. Further, the net mark to market losses on derivative financial instruments, as at the date of balance sheet, were recognised in the statement of profit and loss and the net gains, if any, were ignored. Under Ind AS, such derivative financial instruments are to be recognised at fair value and the changes are recognised in the statement of profit and loss. Therefore, unamortised premium on forward contracts as at 31st March, 2017 amounting to ₹ 0.10 crore (1st April, 2016 ₹ 0.19 crore) under other current assets has been de-recognised and provision for mark to market loss on outstanding derivative instruments with firm commitments as at 31st March, 2017 amounting to ₹ 1.10 crores (1st April, 2016 ₹ 0.68 crore) classified under short term provisions has been de-recognised.

Under Ind AS, non current derivative assets as at 31st March,2017 amounting to ₹ 0.77 crore (1st April, 2016 ₹ 5.52 crores), current derivative assets as at 31st March,2017 amounting to ₹ 3.05 crores (1st April 2016 ₹ 5.96 crores) and current derivative liabilities as at 31st March,2017 amounting to ₹ 2.00 crores (1st April, 2016 ₹ 1.21 crores) have been recorded.

Further, the associated non current borrowings as at 31st March,2017 have increased by ₹ 1.13 crores (1st April, 2016 ₹ 6.87 crores) and other financial liabilities-current borrowings as at 31st March,2017 have increased by ₹ 3.43 crores (1st April, 2016 ₹ 6.89 crores).

As a result of the above adjustments, profit for the year ended 31st March, 2017 increased by ₹2.03 crores and total equity as at 31st March, 2017 decreased by ₹0.73 crore (1st April, 2016 ₹2.76 crores).

### c) Expected Credit Loss on Trade Receivables

Under IGAAP, the Company created provision for doubtful debts when loss event indicators are visible. Under Ind AS, allowances for doubtful trade receivables has been determined based on Life time Expected Credit Loss Model (ECL). As a result, trade receivables as at 31st March, 2017 decreased by ₹ 0.53 crore (1st April, 2016 Nil). Consequently, total equity as at 31st March, 2017 decreased by ₹ 0.53 crore (1st April, 2016 Nil) and profit for the year ended 31st March, 2017 decreased by ₹ 0.53 crore.

#### d) Deferred Tax

Under IGAAP, deferred tax was recognized using the Income statement approach, which focuses on differences between taxable profits and accounting profits for the period. Ind AS 12 requires entities to account for deferred tax using the Balance Sheet approach, which focuses on temporary differences between the carrying amount of an asset or liability in the Balance Sheet and its tax base. The application of Ind AS 12 approach has resulted in various transitional adjustments which lead to temporary differences which were not required under IGAAP. The impact on deferred tax liabilities (net) as at 31st March, 2017 is a decrease of ₹ 2.84 crores (1st April, 2016 ₹ 3.75 crores). The deferred tax for the year ended 31st March, 2017 reduced by ₹ 0.31 crore and the impact of deferred tax on other comprehensive income (OCI) is ₹ 1.22 crores.

### e) Proposed Dividend

Under IGAAP, proposed dividend is recorded as a liability in the period to which it relates irrespective of when it is declared. Under Ind AS, proposed dividend is recognised as a liability in the period in which it is declared by the Company. Therefore, the proposed dividend, including the dividend distribution tax on such dividend as at 1st April, 2016 amounting to ₹ 8.67 crores has been de-recognised. Consequently, the total equity as at 1st April, 2016 has increased by an equivalent amount.

# f) Deferred Revenue

Under IGAAP, the Company created a provision toward its liability for gift schemes. Under Ind AS, the consideration received is allocated between the products sold and gift schemes. The fair value of gift schemes is deferred and recognized as revenue (along with cost of gift schemes) when the obligation is actually redeemed by the customer or at the expiry of time period of the scheme. Therefore, provision for sales promotion schemes as at 31st March, 2017 amounting to ₹ 15.39 crores (1st April, 2016 ₹ 11.21 crores) has decreased with a corresponding increase in other current liabilities.

# g) Revenue from Operations

Under IGAAP, certain discounts and incentives to customers were disclosed as an expense in the statement of Profit and Loss. Under Ind AS, such expenses have been netted off from revenue. Further, under IGAAP, sale of goods was presented net of excise duty. However, under Ind AS, sale of goods includes excise duty and excise duty on sale of goods is separately presented on the face of statement of Profit and Loss. As a result, revenue for the year ended 31st March, 2017 is lower by ₹87.87 crores, other expenses have decreased by ₹108.69 crores and excise duty on sale of goods amounting to ₹20.82 crores is separately disclosed. There is no impact on total equity or Profit and Loss.

#### h) Remeasurement of Defined Benefit Plan

Both under IGAAP and Ind AS, the Company recognised costs related to its post-employment defined benefit plan on an actuarial basis. Under IGAAP, the entire cost, including actuarial gains and losses, are charged to Profit and Loss. Under Ind AS, remeasurements [comprising of actuarial gains and losses, the effect of the asset ceiling, excluding amounts included in net interest on the net defined benefit liability and the return on plan assets excluding amounts included in net interest on the net defined benefit liability] are recognised immediately in employee benefits expense with a corresponding debit or credit to retained earnings through other comprehensive income (OCI). Thus, the employee benefits expense increased by ₹ 3.51 crores for the year ended 31st March, 2017 and remeasurement gains on defined benefit plan of ₹ 2.29 crores (net of tax) has been recognized in other comprehensive income (OCI). There is no impact on total equity as at 31st March 2017.

# i) Share Based Payments

Under IGAAP, the cost of equity settled employee share based payment plan was recognised using the Intrinsic value method wherein the difference between market price and exercise price was nil. Under Ind AS, the cost of equity settled employee share based payment plan is recognised based on fair valuation method using an appropriate pricing model over the vesting period. Accordingly, employee benefits expense for the year ended 31st March, 2017 increased by ₹ 1.32 crores. There is no impact on total equity since the amount i.e. ₹ 3.16 crores as at 31st March, 2017 (1st April, 2016 ₹ 2.80 crores) has been recognised within equity.

# j) Other Comprehensive Income

Under IGAAP, the Company has not presented other comprehensive income (OCI) separately. Items of income and expense that are recognised in "other comprehensive income" includes remeasurement of defined benefit plan. Further, IGAAP Profit is reconciled to total comprehensive income as per Ind AS.

# k) Retained Earnings

Retained Earnings as at 1st April, 2016 has been adjusted consequent to the above Ind AS transition adjustments.

### I) Statement of Cash Flows

The transition from IGAAP to Ind AS has not had a material impact on the Statement of Cash Flows.

As per our report of even date

For BR Maheswari & Co LLP

**Chartered Accountants** 

Firm's Registration No. 001035N/N500050

Sudhir Maheshwari

Partner

Membership No. 081075

Delhi, 11th May, 2018

For and on behalf of the Board of Directors

Ramesh Kumar Dua Managing Director

DIN:00157872

**Sushil Batra** 

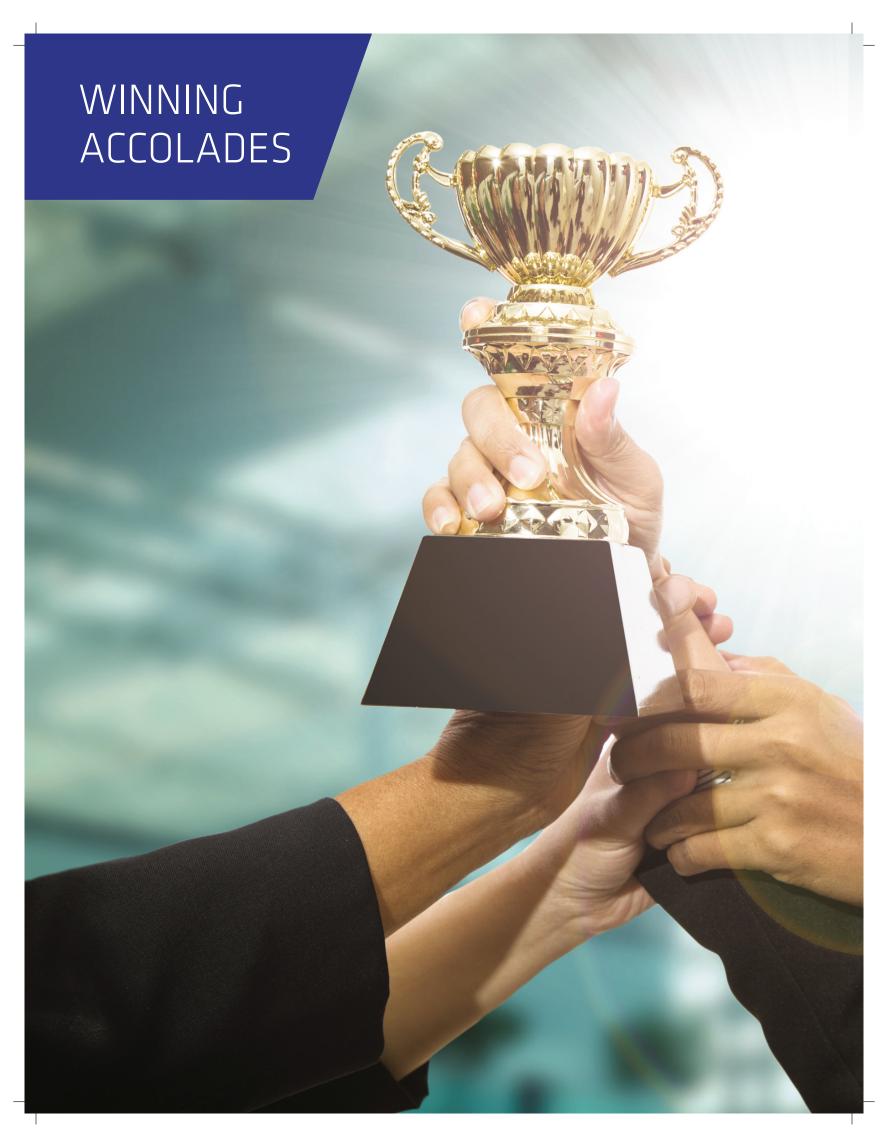
Chief Financial Officer

**Mukand Lal Dua** Whole Time Director

DIN:00157898

Vikas Kumar Tak

Company Secretary













1<sup>st</sup> Place for Excellent Export Performance 2017-18



dun & bradstreet



India's Top 500 Company Dun & Bradstreet 2017



**Safety Rating** 



ICRA AA- Long Term Rating ICRA A1+ Short Term Rating & for Commercial Paper





Best Corporate Brand The Economic Times 2016







India's Most Valuable Company [Average Market Capitalization] Business Today 2016





Top 50 BSE 500 company by growth in M-Cap Forbes India 2017





India's Largest Corporations Fortune India 2016







Future Ready Company The Economic Times 2016

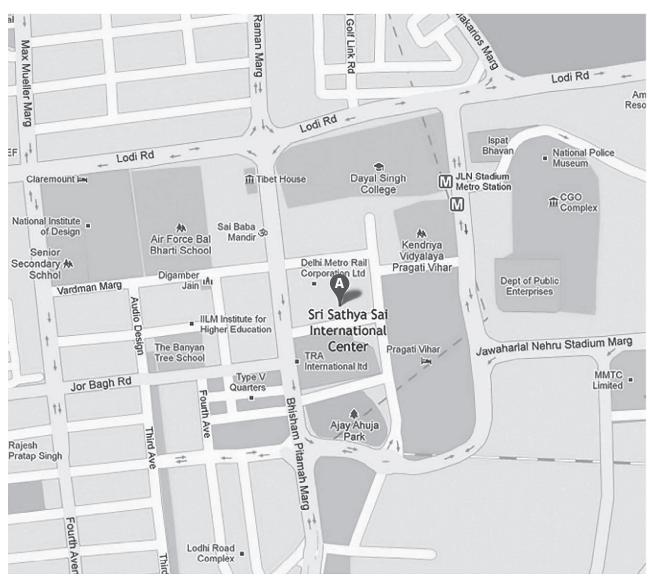








# **Route Map of AGM Venue**



Shri Sathya Sai International Centre, Lodhi Road, Institutional Area, Pragati Vihar, New Delhi-110003



# Corporate Identity No. L74899DL1984PLC019097

Registered Office: Aggarwal City Square Plot No. 10 Manglam Place, District Centre, Sector-3 Rohini Delhi -110085 Tel. No.: +91-11-46800500, 46800600 Fax No.: 91-11-46800692 E-mail: rfl@relaxofootwear.com, Website: www.relaxofootwear.com

# Form No. MGT-11 **PROXY FORM**

[Pursuant to Section 105(6) of the Companies Act, 2013 and Rule 19(3) of The Companies (Management and Administration) Rules, 2014]

| Name of Member                           |   |   |   |
|--|---|---|---|
|  | :   |   |   |
| Registered Address                       | :   |   |   |
| Email id                                 |   |   |   |
| Folio No / Client No :                   | :   |   |   |
| DP ID                                    |   |   |   |
| טו אט                                    | :   |   |   |
| I/ We, being the Membe                   | er(s) of shares of t                              | he above named Company, hereby appoint:   |   |
| (1) Name:                                |   | Address:  |   |
| E-mail Id:                               |   | Signature:  | or failing him;                           |
|  |   |   |   |
|  |   | Address:  |   |
| E-mail Id:                               |   | Signature:  | or failing him;                           |
| (2) Name                                 |   | A dduces  |   |
|  |   | Address:<br>Signature:  |   |
| E-IIIdii iu:                             |   | Signature:  |   |
| be held on Thursday, the                 | 27 <sup>th</sup> September, 2018 at 10.30 a.m. at | d on my/ our behalf at the THIRTY FOURTH AN<br>t Sri Sathya Sai International Centre, Lodhi Roa |   |
| 110 003 and at any adjou  Resolution No. | rnment thereof in respect of the reso             | lutions as are indicated below :  Resolution  |   |
| Ordinary Business                        |   | Resolution  |   |
| 1  | To consider approve and a                         | dopt the Audited Financial Statements o   | f the Company for the year ended          |
| '  |   | ance Sheet as at 31st March, 2018 and the Profi   |   |
|  |   | ith the Reports of Directors and Auditors there   |   |
| 2  |   | equivalent to ₹1.50/- on each equity share  |   |
|  | Financial Year, 2017-18.                          |   |   |
| 3  |   | of Mr. Ramesh Kumar Dua (DIN - 00157872) wh   | no retires by rotation and being eligible |
| 4  | offers himself for reappoint me                   |   |   |
| 4  | offers himself for reappoint me                   | of Mr. Mukand Lal Dua (DIN - 00157898) who  | retires by rotation and being eligible    |
| Cnosial Dusiness                         | orreisminsen forreappointme                       | int. Special business   |   |
| Special Business                         |   |   |   |
| 5  | remuneration.                                     | sh Kumar Dua (DIN - 00157872) as Managing   | , ,                                       |
| 6  | remuneration.                                     | nd Lal Dua (DIN - 00157898) as Whole Time   | • •                                       |
| 7  | Reappointment of Mr. Deval remuneration.          | Ganguly (DIN - 00152585) as Whole Time  | Director of the Company and fix his       |
| 8  |   | Kumar (DIN - 00206819) as Independent I   |   |
| 9  | Reappointment of Mr. Panka                        | ij Shrimali (DIN - 00013142) as Independent   | Director of the Company.                  |
| 10                                       | Reappointment of Mr. Kuruvi                       | la Kuriakose (DIN - 00881039) as Independer   | nt Director of the Company.               |
| 11                                       | Approval for payment of Comn                      | nission to Non-Executive Directors.   |   |
| Signed this                              | day of  | 2018  |   |
|  | ,   |   | Affix                                     |
| Signature of Shareholde                  | <b>:</b>  |   | Revenue                                   |
| Signature of Proxyholder:                |   |   | Stamp                                     |
| 2.5acare of Fronymorder.                 |   |   |   |
| NOTES                                    |   |   |   |

# NOTES:

- This form of Proxy, in order to be effective, should be duly completed and deposited at the Registered Office of the Company, at Aggarwal City Square Plot No. 10 Manglam Place, District Centre, Sector-3 Rohini Delhi -110085, not less than FORTY-EIGHT (48) HOURS before the commencement of the Meeting.
- 2. A proxy need not be a member of the Company.
- For the Resolutions, Explanatory Statement and Notes, please refer to the Notice of the THIRTY FOURTH ANNUAL GENERAL MEETING of the Company.





# Corporate Identity No. L74899DL1984PLC019097

Registered Office: Aggarwal City Square Plot No. 10 Manglam Place, District Centre, Sector-3 Rohini Delhi -110085 Tel. No.: +91-11-46800500, 46800600 Fax No.: 91-11-46800692 E-mail: rfl@relaxofootwear.com, Website: www.relaxofootwear.com

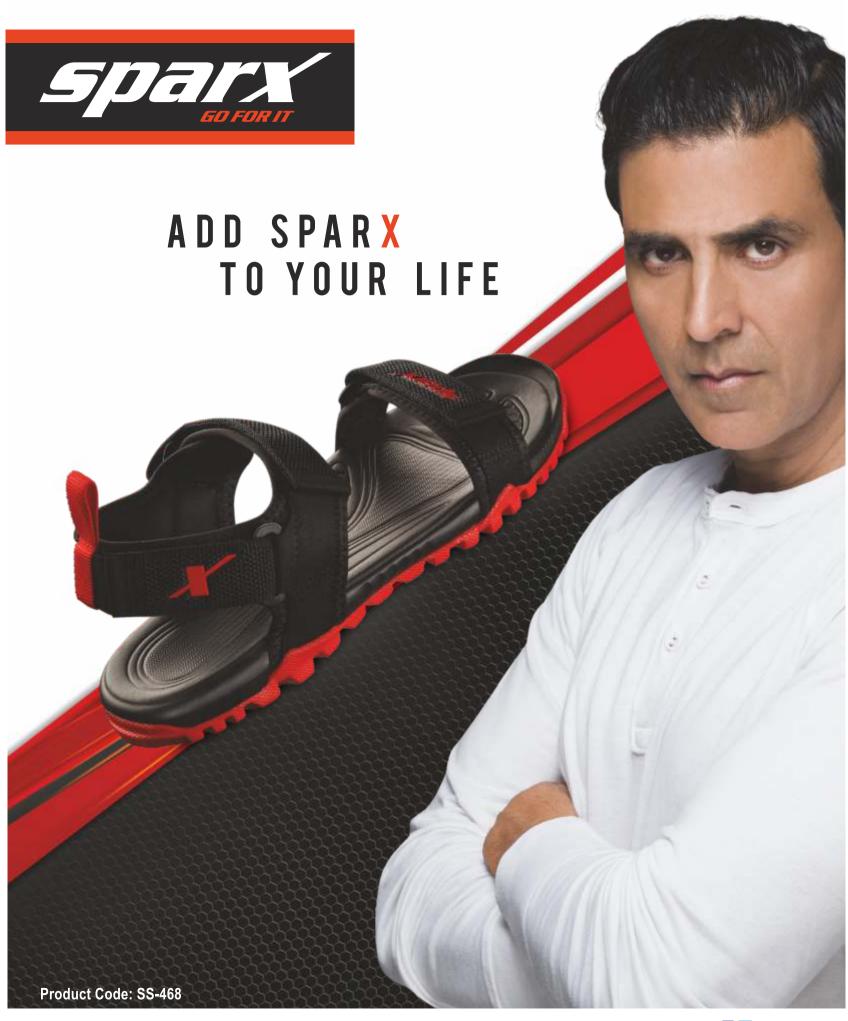
# **ATTENDANCE SLIP**

34th Annual General Meeting - Thursday, 27th September, 2018 at 10.30 a.m.

| Name(s) of the Joint Member(s) if any  | :   |   |
|--|---|---|
| Registered Folio No/ DP ID No. & Client ID No.   | :   |   |
| Number of Shares held  | :   |   |
|  |   |   |
| ////   |   |   |
| I/We hereby record my/our presence at the 34 <sup>th</sup> A   | Annual General Meeting of the Company at Sri Sat  | :hya Sai International Centre, Lodhi Roa  |
| I/We hereby record my/our presence at the 34 <sup>th</sup> A   | Annual General Meeting of the Company at Sri Sat  | :hya Sai International Centre, Lodhi Roa<br>  |
| /We hereby record my/our presence at the 34 <sup>th</sup> Anstitutional Area, Pragati Vihar, New Delhi-110003 o  | Annual General Meeting of the Company at Sri Sat  | thya Sai International Centre, Lodhi Roa  |
| I/We hereby record my/our presence at the 34 <sup>th</sup> A<br>Institutional Area, Pragati Vihar, New Delhi-110003 o  | Annual General Meeting of the Company at Sri Sat<br>n Thursday, the 27 <sup>th</sup> September, 2018 at 10.30 a.m.  |   |
| /We hereby record my/our presence at the 34 <sup>th</sup> Alestitutional Area, Pragati Vihar, New Delhi-110003 of Signature of First Proxy/Holder  | Annual General Meeting of the Company at Sri Sat<br>n Thursday, the 27 <sup>th</sup> September, 2018 at 10.30 a.m.  Signature of Second Proxy/Holder  |   |
| I/We hereby record my/our presence at the 34 <sup>th</sup> A<br>Institutional Area, Pragati Vihar, New Delhi-110003 o<br>Signature of First Proxy/Holder<br>Note:  | Annual General Meeting of the Company at Sri Sat<br>n Thursday, the 27 <sup>th</sup> September, 2018 at 10.30 a.m.  Signature of Second Proxy/Holder  |   |
| /We hereby record my/our presence at the 34 <sup>th</sup> Anstitutional Area, Pragati Vihar, New Delhi-110003 of Signature of First Proxy/Holder  Note: Please complete this attendance slip and hand it ove  FO Members may please note the user id/password etc.   | Annual General Meeting of the Company at Sri Sat<br>n Thursday, the 27 <sup>th</sup> September, 2018 at 10.30 a.m.  Signature of Second Proxy/Holder  r at the entrance counter at entrance of the hall.  | Signature of Third Proxy/ Holde Section 108 of the Companies Act, 2013 rea  |
| I/We hereby record my/our presence at the 34 <sup>th</sup> Anstitutional Area, Pragati Vihar, New Delhi-110003 of Signature of First Proxy/Holder  Note: Please complete this attendance slip and hand it ove  FO Members may please note the user id/password etc.  | Annual General Meeting of the Company at Sri Satin Thursday, the 27 <sup>th</sup> September, 2018 at 10.30 a.m.  Signature of Second Proxy/Holder  rat the entrance counter at entrance of the hall.  RIMMEDIATE ATTENTION OF THE MEMBERS  , given below for the purpose of e-voting in terms of 9  | Signature of Third Proxy/ Holde Section 108 of the Companies Act, 2013 rea  |
| /We hereby record my/our presence at the 34 <sup>th</sup> Anstitutional Area, Pragati Vihar, New Delhi-110003 of Signature of First Proxy/Holder  Note: Please complete this attendance slip and hand it ove  FO Members may please note the user id/password etc.   | Annual General Meeting of the Company at Sri Satin Thursday, the 27th September, 2018 at 10.30 a.m.  Signature of Second Proxy/Holder  rat the entrance counter at entrance of the hall.  RIMMEDIATE ATTENTION OF THE MEMBERS  ., given below for the purpose of e-voting in terms of second proxy at the purpose of e-voting in terms of second proxy. | Signature of Third Proxy/ Holde Section 108 of the Companies Act, 2013 rea  |
| /We hereby record my/our presence at the 34 <sup>th</sup> Anstitutional Area, Pragati Vihar, New Delhi-110003 of Signature of First Proxy/Holder  Note: Please complete this attendance slip and hand it ove  FO  Members may please note the user id/password etc. with Rule 20 of the Companies (Management and Ad | Annual General Meeting of the Company at Sri Sat n Thursday, the 27th September, 2018 at 10.30 a.m.  Signature of Second Proxy/Holder  rat the entrance counter at entrance of the hall.  RIMMEDIATE ATTENTION OF THE MEMBERS ., given below for the purpose of e-voting in terms of 9 ministration) Rules, 2014. Detailed instructions for e-          | Signature of Third Proxy/ Holde<br>Section 108 of the Companies Act, 2013 re<br>voting are given in the AGM Notice. |
| Institutional Area, Pragati Vihar, New Delhi-110003 o  Signature of First Proxy/Holder  Note: Please complete this attendance slip and hand it ove  FO  Members may please note the user id/password etc. with Rule 20 of the Companies (Management and Ad   | Annual General Meeting of the Company at Sri Sat n Thursday, the 27th September, 2018 at 10.30 a.m.  Signature of Second Proxy/Holder  rat the entrance counter at entrance of the hall.  RIMMEDIATE ATTENTION OF THE MEMBERS ., given below for the purpose of e-voting in terms of 9 ministration) Rules, 2014. Detailed instructions for e-          | Signature of Third Proxy/ Hold  Section 108 of the Companies Act, 2013 re-voting are given in the AGM Notice.       |

- 1. Members/Proxy holders are requested to bring their copies of the Annual Report with them to the meeting.
- 2. For the convenience of Members, persons other than Members/Proxies will not be allowed into the meeting.
- 3. No Gift/Gift Coupons will be distributed at the Annual General Meeting.







# **RELAXO FOOTWEARS LIMITED**

Registered Office: Aggarwal City Square, Plot No. 10, Manglam Place, District Centre, Sector-3, Rohini, Delhi-110085 (India)
Phone: 91-11-46800600, 46800700 Fax: 91-11-46800692

e-mail:rfl@relaxofootwear.com, www.relaxofootwear.com, CIN-L74899DL1984PLC019097

