

RELAXO FOOTWEARS LIMITED

Q3 FY19 Financial Performance

Revenue grew 21% YoY to Rs. 551 crore

EBITDA at Rs. 73 crore; Margins at 13.2%

Profit after Tax at Rs. 36 crore; Margins 6.5%

Particulars (Rs. Crs)	Q3 FY19	Q3 FY18	Y-o-Y	9M FY19	9M FY18	Y-o-Y
Revenue	551	457	21%	1656	1398	18%
EBITDA	73	72	1%	229	204	12%
EBITDA Margins (%)	13.2%	15.7%	(250bps)	13.8%	14.6%	(80 bps)
Profit After Tax	36	38	(7%)	121	108	12%
PAT Margins (%)	6.5%	8.4%	(190bps)	7.3%	7.7%	(40 bps)

Press Release : 2nd February 2019, Delhi

Relaxo Footwears Limited, India's largest Footwear Manufacturing Company, has declared its Unaudited Financial Results for the Quarter & Nine Month ended 31st December, 2018

Highlights for Q3 FY19

- **Revenue up by 21% to Rs. 551 crore** as compared to Rs. 457 crore in the corresponding period of the previous year. Growth has been mainly driven by increase in volumes.
- **Profit after Tax at Rs. 36 crore** as compared to Rs. 38 crore in the corresponding period of the previous year. PAT lower on higher raw material cost stemming from USD peak in Q3FY19 and an optically higher Q3FY18 on account of GST input credit on transitional stocks.



Highlights for 9M FY19

- **Revenue up by 18% to Rs. 1,656 crore** as compared to Rs. 1398 crore in the corresponding period of the previous year.
- **EBITDA up by 12% to Rs. 229 crore** as compared to Rs. 204 crore in the corresponding period of the previous year.
- **Profit after Tax up by 12% to Rs. 121 crore** as compared to Rs. 108 crore in the corresponding period of the previous year.

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

*"I am happy to share the performance for the period, with **Revenue of Rs. 1,656 crores, EBITDA and PAT of Rs. 229 crores and Rs. 121 crores** respectively for 9M FY19. This was mainly backed by a strong growth in volumes. Operating margins were under pressure due to higher raw material cost. Going forward, raw material prices are softening and expected to continue. We will continue to focus on developing market relevant products and increase our footprint in unexplored territories through our distributors and franchisee channels. This will be aided by our singular focus on product innovation with world-class, in-house design capabilities and deepening customer engagements via insights gauged from our market research and data analytics exercises.*



Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information, please contact

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