

RELAXO FOOTWEARS LIMITED

Q1 FY19 Financial Performance

Revenue grew 15% to Rs. 566 crore

EBITDA grew 17% to Rs. 83 crore; Margins 14.6%

Profit after Tax grew 23% to Rs. 46 crore; Margins 8.1%

Particulars (Rs. Crs)	Q1 FY19	Q1 FY18	Y-o-Y	FY18
Revenue	566	490	15%	1,964
EBITDA	83	71	17%	302
EBITDA Margins (%)	14.6%	14.5%	10 bps	15.4%
Profit After Tax	46	37	23%	161
PAT Margins (%)	8.1%	7.6%	50 bps	8.2%

Press Release : 4th August 2018, Delhi

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

Highlights for Q1 FY19

- **Revenue up by 15% to Rs. 566 crore** as compared to Rs. 490 crore in the corresponding period of the previous year. The growth has been mainly on account of good volume growth
- **EBITDA up by 17% to Rs. 83 crore** as compared to Rs. 71 crore in the corresponding period of the previous year.
- **EBITDA Margin** has been sustained at 14.6%.
- **Finance Cost has reduced from Rs. 2.3 crore to Rs. 1.9 crore** on Y-o-Y basis due to lower utilization of working capital limits and reduction in term loan.
- **Profit after Tax up by 23% to Rs. 46 crore** as compared to Rs. 37 crore in the corresponding period of the previous year.
- **PAT Margin** has increased by 50 basis points to 8.1%



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

“It gives me immense pleasure to announce that our Company has reported a **Revenue of Rs. 566 crores** with **EBITDA and PAT of Rs. 83 crores and Rs. 46 crores** respectively in the first quarter of FY19.

Our Company has sustained **EBITDA Margins of 14.6%** by maintaining cost efficiencies in the organization.

Recently, the government announced a cut in GST rate on footwear priced between Rs 500 to Rs 1,000 from 18% to 5%. This will make our Company more competitive resulting in better demand for our products.

The Company has commenced commercial production of Flip Flops (Hawai range of footwears) at its new plant at Bhiwadi w.e.f. 25th June, 2018 with installed capacity of 1.25 lac pairs per day.

Our Focus has been on increasing our market for premium products, build a strong brand, look to penetrate the unexplored markets, and develop new channels of distribution. We are continuously increasing our exclusive dealers and distributors across the country.”



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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