



May 9, 2025

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

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

Dear Madam / Sir,

Please find enclosed Press Release on Audited Financial Results of the Company for the Quarter and Financial Year ended on March 31, 2025.

The same is for your information and record.

Thanking You,

For **Relaxo Footwears Limited**,

Ankit Jain
Company Secretary and Compliance Officer

Encl. as above

RELAXO FOOTWEARS LIMITED

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RELAXO FOOTWEARS LIMITED

Q4 & FY25 Financial Performance

FY25 Revenue at Rs. 2,790 crores

FY25 EBITDA stood at Rs. 382 crores; EBITDA Margin at 13.7%

FY25 Profit After Tax stood at Rs. 170 crores; PAT Margin at 6.1%

Particulars (Rs. Cr)	Q4FY25	Q4FY24	Y-o-Y	Q3FY25	Q-o-Q	FY25	FY24	Y-o-Y
Revenue from Operations	695	747	(7%)	667	4%	2,790	2,914	(4%)
EBITDA	112	120	(7%)	83	34%	382	407	(6%)
EBITDA Margin* (%)	16.1%	16.1%	1 bps	12.5%	362 bps	13.7%	14.0%	(26 bps)
Profit After Tax	56	61	(8%)	33	70%	170	200	(15%)
PAT Margin (%)	8.1%	8.2%	(13 bps)	4.9%	314 bps	6.1%	6.9%	(77 bps)

*EBITDA as a % of Revenue from Operations (excluding other income)

9th May 2025, New Delhi: Relaxo Footwears Limited, India's largest footwear manufacturing company, declared its Audited Financial Results for the Quarter 4 and Full Year ended 31st March 2025.

Highlights for Q4 FY25

- **Revenue at Rs. 695 crores** in Q4 FY25 as compared to Rs. 747 crores in Q4 FY24 impacted by lower volumes owing to a challenging demand landscape, particularly in the mid-range footwear segment. Sequentially, Revenue grew by 4% from Rs. 667 crores in Q3 FY25.
- **EBITDA at Rs. 112 crores** in Q4 FY25 as against Rs. 120 crores in corresponding quarter of previous year. EBITDA margin stood at 16.1% during the quarter.
- **Profit after Tax at Rs. 56 Crores** in Q4 FY25.

Highlights for FY25

- **Revenue at Rs. 2,790 crores** in FY25 as compared to Rs. 2,914 crores in FY24.
- **EBITDA at Rs. 382 crores** in FY25 as against Rs. 407 crores in FY24. EBITDA margin stood at 13.7% in FY25.
- **Profit after Tax at Rs. 170 Crores** in FY25 with PAT margin at 6.1%.

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

“FY25 was a year of consolidation for Relaxo. While our topline was impacted by muted demand in the mid-range footwear segment and internal restructuring of our distribution model, these were strategic interventions aimed at setting the business on a stronger, more agile footing. We believe that this sets us up to grow profitably in the coming years.

As it stands, we firmly believe this is the bottom and while there are still some moving parts in work in the next few quarters, the trajectory will trend upwards from here. We believe the full effect of the restructuring and other investments will start showing up from the second half of fiscal FY26.

Key initiatives implemented by the company include optimising our distributor and retailer network through the “Relaxo Parivaar” app, pivoting to “Brand As Seller” model & launching new product range for the e-commerce channel, establishing a tech-enabled warehouse for the shoe division, and enhancing our supply chain operations.

Looking ahead at FY26, our priority is to drive profitable growth. While the topline is expected to remain steady with a potential upward bias, our efforts will be directed toward EBITDA enhancement, led by operational efficiencies, digital initiatives, and a sharper product focus.”

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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