



Quality Par Excellence

CHAIRMAN'S SPEECH



Dear Stakeholders,

It gives me immense pleasure in extending a warm welcome to all of you on the occasion of the 31st AGM of your Company.

I thank you all for your gracious presence.

The Notice and Directors report along with the Audited Financial Statement of your Company for the year ended 31st March, 2015 are already in your hands and

with your permission I shall take the same as read.

It gives me great pleasure to announce another year of profitable growth. Your Company has closed the Financial Year 2015 with increase in revenues by 22%; EBITDA by 35% and PAT by 57%. During the year your Company has achieved a remarkable milestone of Rupees 100 Crores of Net profit.

In the context of remarkable profitability during the year, Board of Directors has recommended highest ever dividend of 100% (pre bonus) for FY 15. For sharing the profits with the shareholders, Board of Directors has also recommended bonus shares in the ratio of one is to one (1:1), which has been allotted on 3rd July, 2015.

During the year your Company has taken some key initiatives that has driven the growth, with healthy mix of volume growth & premiumization. The Company has also put differential focus on market penetration in West and South regions along with better engagement with existing channel partners. Your Company has also continued investing behind its brands through renowned brand ambassadors, thereby creating necessary awareness and pull for our products. We see Modern Trade and E - Commerce as key growth engines of the future and Company is focusing to take advantage of the same. I am

also pleased to announce that Your Company has launched a new collection of trendy flip flops under the brand name "Bahamas" in Q4 targeted at the modern day fashion conscious consumers.

Our retail network has continued to expand in line with our intent of showcasing our entire product portfolio, brand building and establishing consumer connect to understand the evolving needs of the consumer. Your Company has added 28 new stores during the year taking the total number to 207 exclusive Company operated stores.

Your Company has implemented Environment Management System ISO 14001:2004 during the Financial Year 2015, which will help the company in ensuring safety & health of the employees & improving the environment at the work place.

At Relaxo, we believe that our people are our most valuable assets and keeping this thing in view the Company has invested significantly on leadership development program to enhance their competencies to meet the growing needs of the Company. The Company has also launched long term incentive plan through ESOP to retain the key talent which will help in Company's future growth.

Lastly, I would like to express my sincere appreciation for continued support of Board of Directors, consumers, business partners, the bankers and all the valued employees for their valuable contribution and last but not the least, I am thankful to our valued shareholders for their continued trust and valuable support. I feel privileged for an opportunity to create value for all stakeholders.

Thank you.

Ramesh Kumar Dua
Chairman

