

2nd November, 2019

BSE Ltd. Corporate Relationship Department 1st Floor New Trading Rotunda Building, P J Towers Dalal Street Fort, Mumbai – 400001	National Stock Exchange of India Ltd Listing Department, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai- 400 051
Scrip Code – 530517	Scrip Code – RELAXO

Sub: Press Release on Unaudited Financial Results for the quarter and half year ended on September 30, 2019

Dear Sir,

Please find enclosed Press Release on Unaudited Financial Results of the company for the quarter and half year ended on September 30, 2019

The same is for your information and record.

Thanking You,

For Relaxo Footwears Limited,



Vikas Kumar Tak
Company Secretary

Encl. as above

RELAXO FOOTWEARS LIMITED

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CIN L74899DL1984PLC019097



RELAXO FOOTWEARS LIMITED

Q2 FY20 Financial Performance

Q2 FY20 Revenue at Rs. 622 crore, grew strongly at 14% YoY

EBITDA at Rs. 105 crore; up 42% YoY with margins of 16.8%

Profit after Tax at Rs. 71 crore, up 79% YoY

Particulars (Rs. Cr)	Q2 FY20	Q2 FY19	Y-o-Y	H1 FY20	H1 FY19	Y-o-Y
Revenue from Operations	622	543	14%	1,270	1,105	15%
EBITDA	105	74	42%	211	156	35%
EBITDA Margins (%)	16.8%	13.5%	330 bps	16.6%	14.2%	246 bps
Profit After Tax	71	39	79%	120	85	41%
PAT Margins (%)	11.3%	7.3%	408 bps	9.5%	7.7%	174 bps

2nd Nov 2019, New Delhi : Relaxo Footwears Limited, India's largest Footwear manufacturing company, declared its Unaudited Financial Results for the Second Quarter of FY 20.

Highlights for Q2 FY20

- **Revenue up by 14% to Rs. 622 crore** as compared to Rs. 543 crore in the corresponding period of the previous year. **Growth has been driven mainly by premiumization, product mix and price increase in selected categories.**
- **EBITDA at Rs. 105 crore** as compared to Rs. 74 crore in the corresponding period of the previous year. Premiumization and favorable raw material prices improved EBITDA margins. **EBITDA margins adjusted for IND AS 116, stand at 15%.**
- Finance cost stood at Rs. 4 crore as compared to Rs. 1 crore and Depreciation stood at Rs. 28 crore as compared to Rs. 16 crore in the corresponding period of the previous year, mainly due to IND AS 116. Profit before tax is lower by Rs. 2 crore in this quarter by adoption of IND AS 116.
- **Profit after Tax at Rs. 71 crore** as compared to Rs. 39 crore in the corresponding period of the previous year. **PAT Margin** at 11.3%. The Company has chosen to exercise the option of lower tax rate of 25.168% (inclusive of surcharge and cess) thereafter advantage of full period impact has come in this quarter.

Highlights for H1 FY20

- **Revenue up by 15% to Rs. 1,270 crore** as compared to Rs. 1,105 crore in the corresponding period of the previous year. **Growth has been driven by volumes and value mix.**
- **EBITDA at Rs. 211 crore** as compared to Rs. 156 crore in the corresponding period of the previous year. **EBITDA margin adjusted for IND AS 116, stands at 15%.**
- **Profit after Tax at Rs. 120 crore** as compared to Rs. 85 crore in the corresponding period of the previous year. **PAT Margin** at 9.5%.

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

“We are happy to report that our strong execution and customer-centric strategy has helped us achieve a 15% topline growth during the first half of the FY20. Despite the challenging economic environment, growth has been broad based across all our categories. Our margin performance reflects the measures taken towards better cost efficiencies. Benign raw material prices and selective price revision also contributed to the improvement in margins.

We will strive to deliver growth by expanding our product offerings in existing markets and also by penetrating into newer geographies. Our focus is on enhancing our brands, strengthening our supply chain and improving operational efficiencies. Best-in-class customer experience and creating long-term value for our stakeholders are paramount goals for us.

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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