



RELAXO FOOTWEARS LIMITED

Press Release

14/05/2013

Relaxo Footweares Limited announces results for the Quarter & Year ended 31st March 2013

Financial Highlights for the quarter ended 31st March 2013 (y-o-y)

- Revenue achieved Rs. 292.00 Crore which is up by 21% as compared to previous quarter.
- Achieved EBIDTA of 11.57%, i.e. Rs. 33.88 Crore in the quarter.

Financial Highlights for the Year ended 31st March 2013 (y-o-y)

- Revenue crosses Rs 1000 crore for year ended 31st March 2013 which is up by 17%
- Achieved highest ever EPS of Rs. 37.24 in this year.
- Finance Cost reduced due to efficient utilization of working capital.
- The Board of Directors has recommended a total dividend of 40 % on equity shares of Rs. 5/- each for the financial year 2012- 13 which is up by 33% as compared to last financial year.

Review of Performance of the Quarter & Year ended 31st March 2013

- The Company has created enough Production Capacity during the year under review to cater its future demand. Therefore, the Company has not planned major CAPEX on capacity enhancement in FY 14.
- Advantage in softening of raw material prices has been offset by increase on account of increased expenses due to various initiatives taken in Sales, Marketing and Supply Chain management. The Company spent considerable amount of Rs. 55.07 Crore in Advertisement & Publicity for its Brand building initiative in current year as compared to Rs. 29. 61 Crore in previous year. The Company is confident to get advantage of these initiatives in coming times.

For Relaxo Footweares Limited

Company Secretary

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- The Company added 27 Retail outlets during the year (after closing 8 unviable Retail Outlets) with these additions total Retail Outlets touched to 168 at the year end. The continued expansion of Retail Outlets in phased manner has been giving boost to the Brand image and revenue growth of the Company.
- The Company launched Flite PU-Fashion in last year is slowly picking up. Although the Company has started getting good response in recent times and hopeful to get considerable share in this growing segment of the Market.
- The Company has regrouped employee cost by clubbing contractual Job work charges with other expenses.

For Relaxo Footwears Limited

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