



RELAXO FOOTWEARS LIMITED

Press Release

05/02/2013

Relaxo Footwears Limited announces results for the quarter ended 31st Dec. 2012

Total Revenue crosses Rs 716 Crore for Nine Months ended 31st Dec. 2012

Financial Highlights for Quarter ended 31st Dec. 2012 (y-o-y)

- Total Revenue achieved Rs 224.19 Crore which is up by 9 %.
- EBIDTA of Rs 19.84 Crore is higher by Rs. 0.67 Cr.
- Net Profit of Rs 5.97 Crore is lower by Rs. 0.05 Crore..

Review of Performance of the Quarter.

- In Sales & Distribution, company took good number of initiatives to improve the services to the customers. There were some practical issues / constraints in implementation of some initiatives taken by the company, which has put pressure upon performance of company in this Quarter. Now, company is reviewing some initiatives to overcome the challenges faced during implementation and the company is confident that performance of company will be on track in coming months.
- Increase in Inventory in this Quarter is due to change in business Strategy of carrying inventory to cater the peak season demand.
- Engagement of Top Film Stars Mr. Salman Khan, Mr. Akshay Kumar and Ms. Katrina Kaif for our major Brands **RELAXO, SPARX & FLITE** respectively has given the company a different league in its peer group but it will take little more time in conversion of Brand Image in real results.

For Relaxo Footwears Limited

Company Secretary

Manufacturers and Traders of all kinds of Footwear and Allied Products

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