



Press Release
19/05/2012

RELAXO FOOTWEARS LIMITED

Total Revenue Crosses Rs. 850 Crore

Relaxo Footwears Limited announces results for the fourth quarter and full year ended March 31, 2012

FINANCIAL HIGHLIGHTS FOR THE FOURTH QUARTER ENDED MARCH 31, 2012

- Total Revenue Crossed Rs. 242.00 Crore
- Net Profit of Rs. 18.78 Crore in the fourth quarter is HIGHEST EVER due to softening of Raw Material prices in this quarter.

FINANCIAL HIGHLIGHTS FOR THE FULL YEAR ENDED MARCH 31, 2012

- Total Revenue achieved Rs. 864.67 Crore which is up by 25% as compared to previous year.
- EBIDTA of Rs.95.26 Crore which is up by 31% as compared to previous year.
- Net Profit of Rs. 39.90 Crore which is up by almost 50% as compared to previous year.
- Export turnover Crossed Rs. 30.00 Crore with year on year increase of 36%.
- Earning Price Share increased from Rs. 22.26 to Rs. 33.25 on Equity Share of Rs. 5/- each.

OTHER HIGHLIGHTS

1. Production Capacity

The Company increased production capacity by 25000 pairs per day in existing/new plants.

2. Increase In Retail Outlets

"Retail Outlets" Crossed 149 covering NCR, Punjab, Haryana, Uttaranchal, Gujarat, Rajasthan and Jammu & Kashmir. Retail division has been creating awareness of Company's products by contributing approx. 7% of total revenue.

3. Flite PU-Fashion

The Company has launched "Flite PU –Fashion" (a new category of footwear with PU technology). In the coming years, it will substantially contribute to the growth of the Company.

4. Brand's Value Addition

The Company has engaged Mr. Salman Khan for its "Relaxo" Brand covering Hawaii as new Brand Ambassador. It will take Company's image to new heights.

For Relaxo Footwears Limited

Company Secretary

Manufacturers and Traders of all kinds of Footwear and Allied Products

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