

May 13, 2022

BSE Ltd. Corporate Relationship Department 1st Floor New Trading Rotunda Building, P J Towers Dalal Street Fort, Mumbai-400001 Scrip Code – 530517	National Stock Exchange of India Ltd. Listing Department, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai- 400 051 Scrip Code – RELAXO
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Sub: Investor Presentation on Audited Financial Results for the quarter and year ended on March 31, 2022

Dear Sir,

Please find enclosed Investor Presentation on Audited Financial Results of the company for the quarter and year ended on March 31, 2022.

The same is for your information and record.

Thanking You,
Yours Sincerely,

For Relaxo Footwears Limited,



Vikas Kumar Tak
Company Secretary and Compliance Officer
Membership No.: FCS 6618

Encl. as above

RELAXO FOOTWEARS LIMITED

Registered Office: Aggarwal City Square, Plot No. 10, Manglam Place,
District Centre, Sector-3, Rohini, Delhi-110085. Phones: 46800 600, 46800 700
Fax: 46800 692 E-mail: rfl@relaxofootwear.com
CIN L74899DL1984PLC019097





**INVESTORS
PRESENTATION**
MARCH 2022

MAY, 2022

COMMITTED TO PROVIDE
BEST-IN-CLASS FOOTWEAR

Safe Harbor

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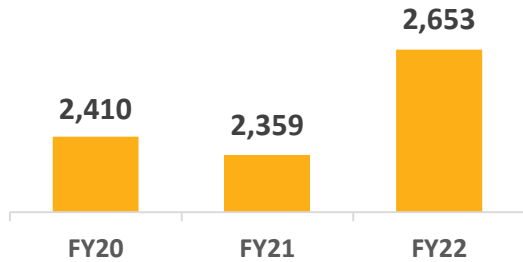
Performance at a Glance

Financial Highlights – Profit and Loss

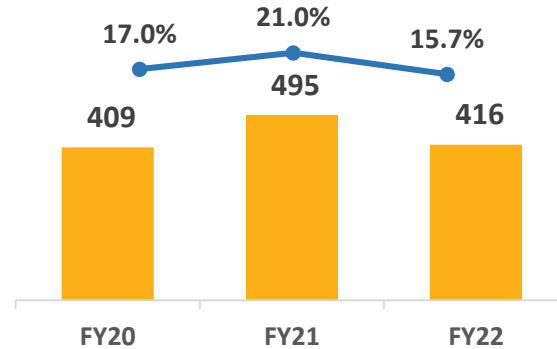
(₹ in Cr.)

Annual

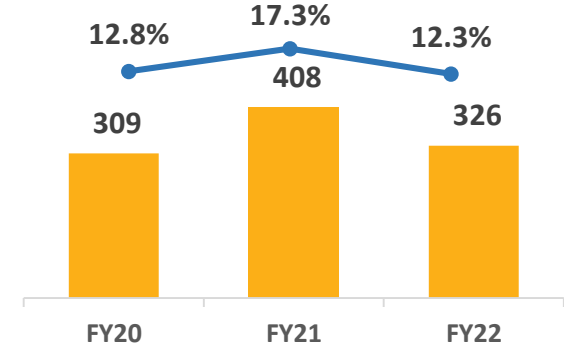
Revenue



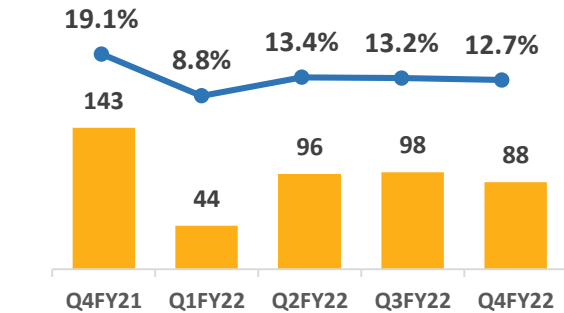
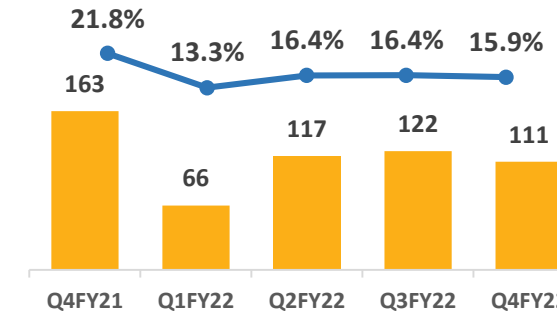
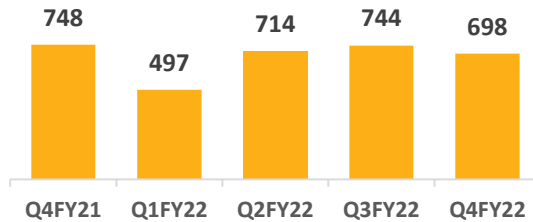
EBITDA



EBIT



Quarterly

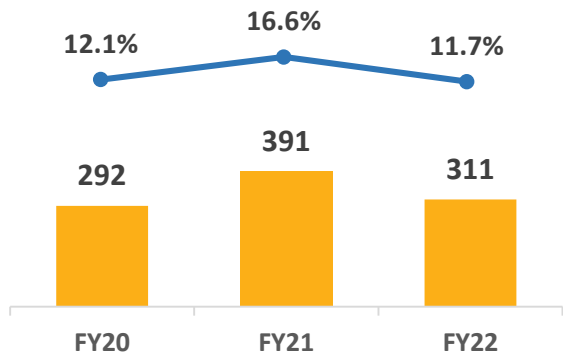


Financial Highlights – Profit and Loss

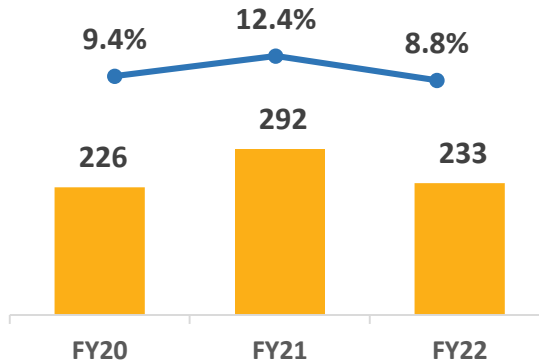
(₹ in Cr.)

Annual

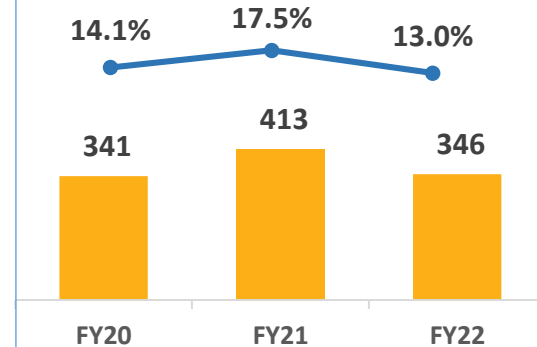
PBT



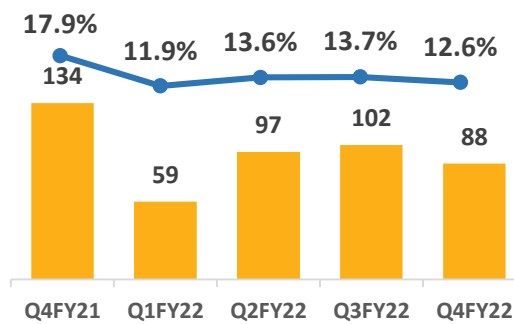
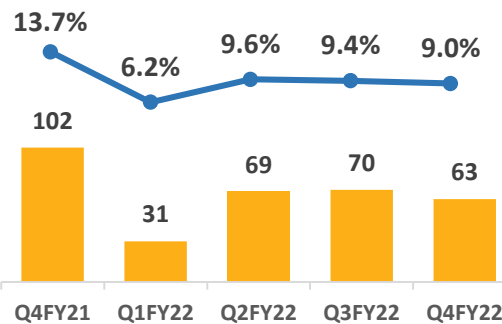
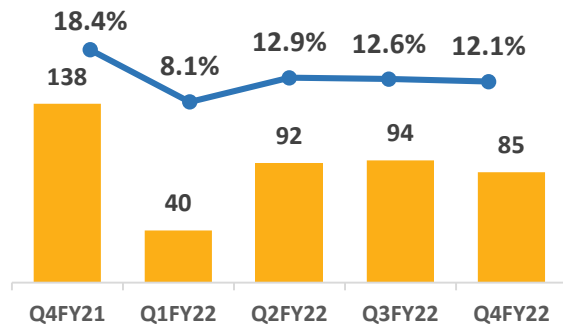
PAT



Cash PAT



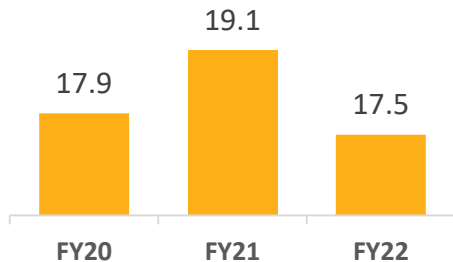
Quarterly



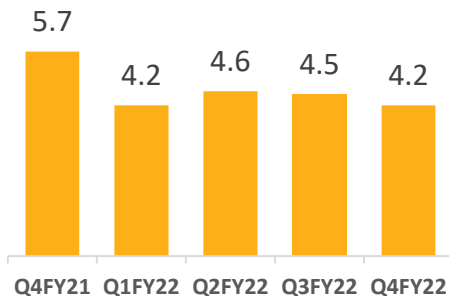
Operating Highlights

Number of Pairs Sold (in Cr.)

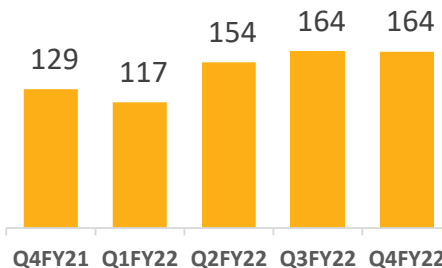
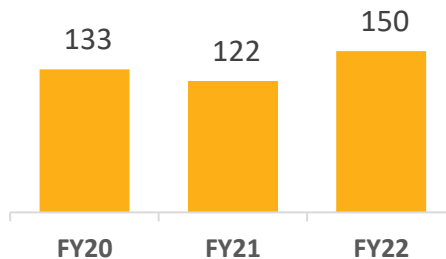
Annual



Quarterly



Average Realization per pair (in ₹)



Credit Rating

Rating agency : **ICRA**

Long term : **AA**

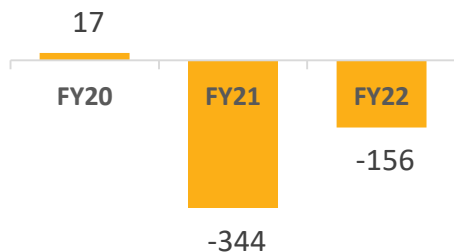
Outlook : **Positive**

Short term : **A1+**

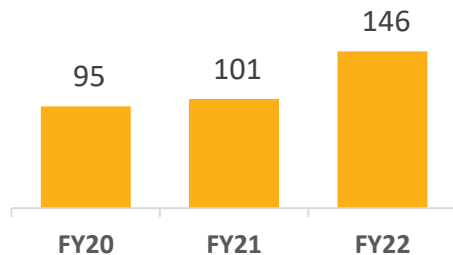
Financial Highlights – Balance Sheet

(₹ in Cr.)

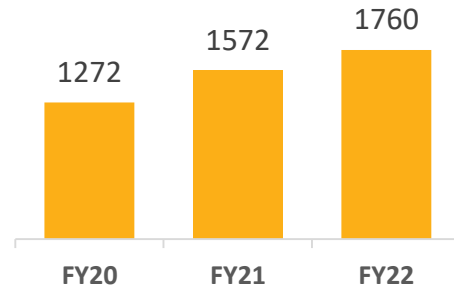
Net Debt



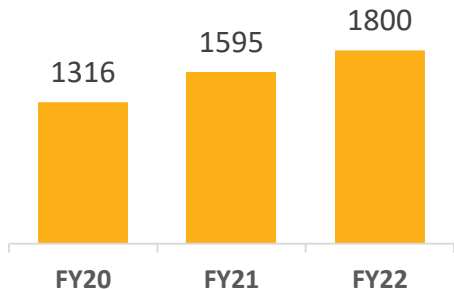
CAPEX



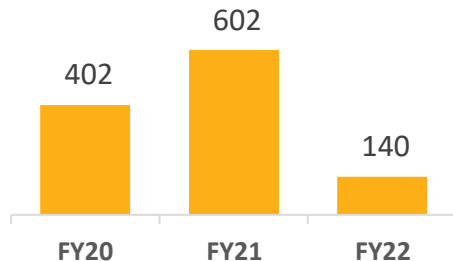
Net Worth



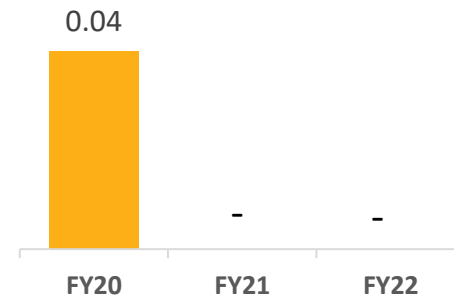
Capital Employed



Cash generated from operations

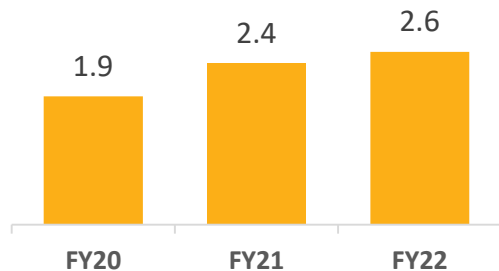


Net Debt/EBITDA (x)

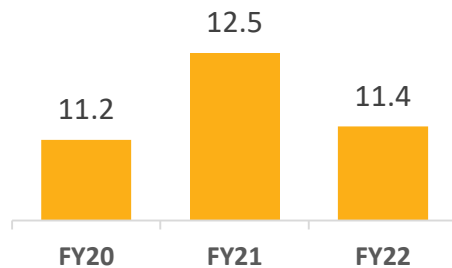


Financial Highlights – Key Financial Ratios

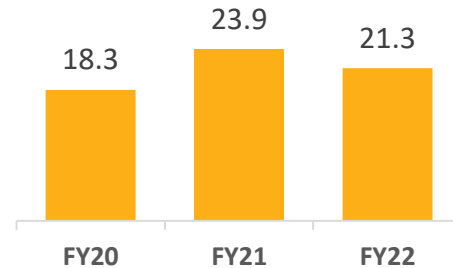
Current Ratio (x)



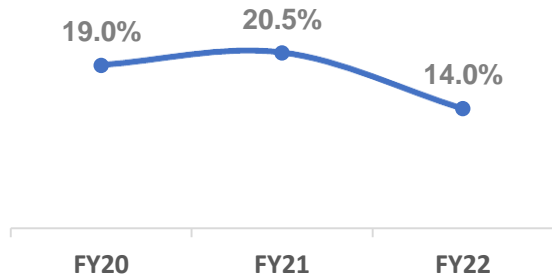
Debtor Turnover Ratio (x)



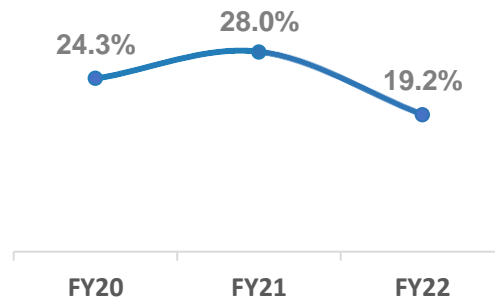
Interest Coverage (x)



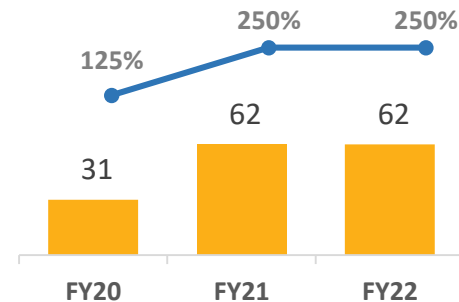
ROE (%)



ROCE (%)

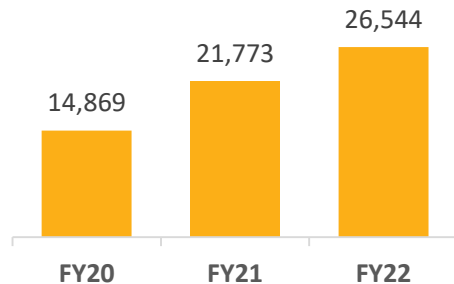


Dividend (₹ in Cr.)

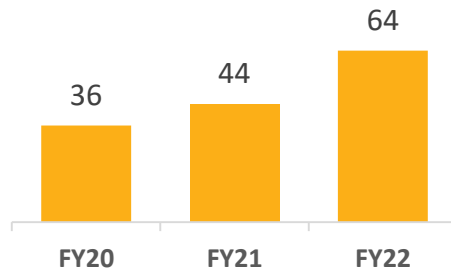


Financial Highlights – Key Financial Ratios

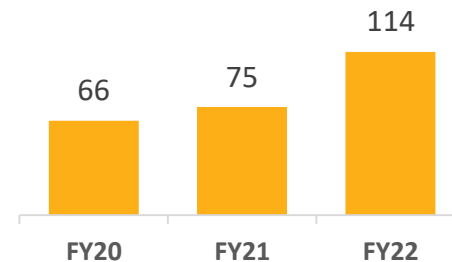
Market Cap (₹ in Cr.)



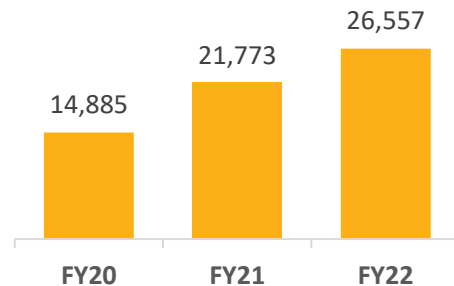
EV/EBITDA (x)



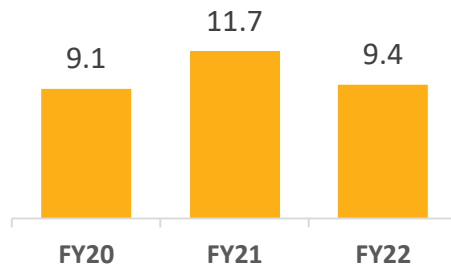
PE Ratio (x)



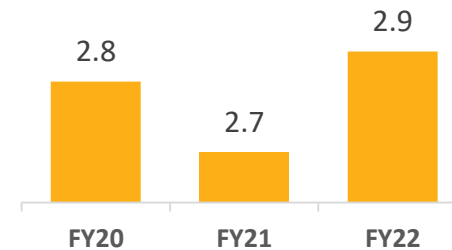
Enterprise Value (₹ in Cr.)



EPS (in ₹)



Fixed Asset Turnover Ratio (x)

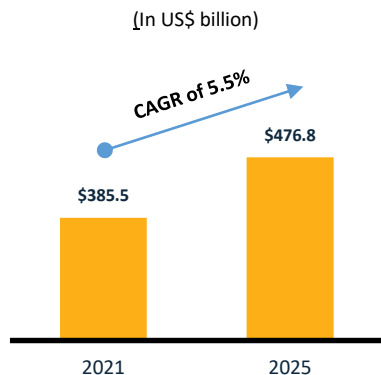


Industry Overview

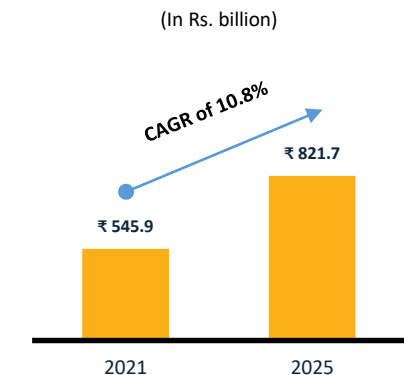
Attractive dynamics of the Indian footwear industry

Strong growth potential of the Indian footwear industry

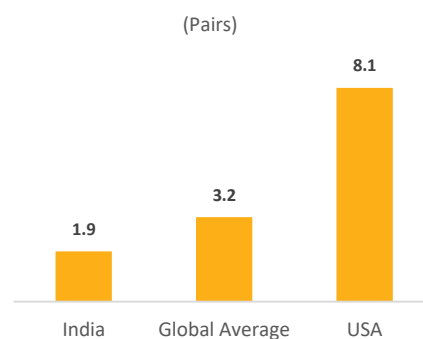
Global Footwear Market Size#



Indian Footwear Market Size*

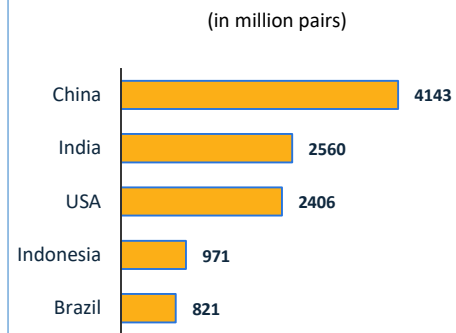


Per Capita Consumption (Pairs)^



Underpenetrated Indian market

Top 5 Global Footwear Consumers



India surpassed USA in 2019

Source : # is Statista report; * Market Line report on footwear; ^ Article on ICICI direct.com website on Indian footwear industry

Growth potential in the current scenario

- India is the 2nd largest footwear producer.
- The sector holds an important place in Make in India Initiative and thus has been chosen as a Champion Sector.
- Domestic manufacturing poised for growth in wake of decline in footwear imports.
- Favourable growth in organized retail market & e-commerce.

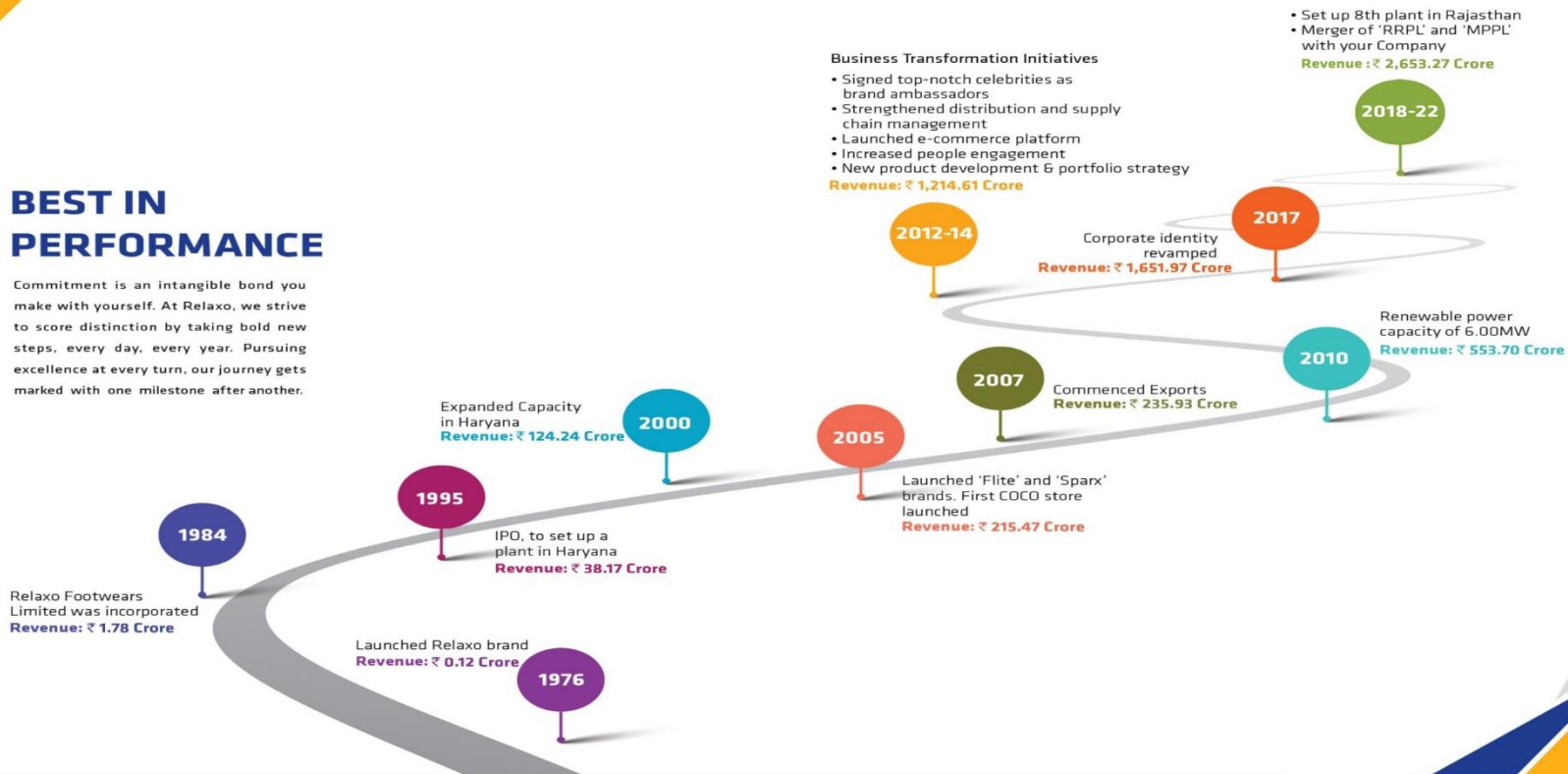
Filip to Consumer Demand

- Rising disposable income, changing life style and increase in literacy rate.
- Rise of middle-income group and millennial population.
- Footwear has evolved from being a mere necessity to an important fashion accessory.
- The growing trend of premiumization in the Indian footwear industry and the shift to branded footwear.

Company Overview

BEST IN PERFORMANCE

Commitment is an intangible bond you make with yourself. At Relaxo, we strive to score distinction by taking bold new steps, every day, every year. Pursuing excellence at every turn, our journey gets marked with one milestone after another.



Business Transformation Initiatives

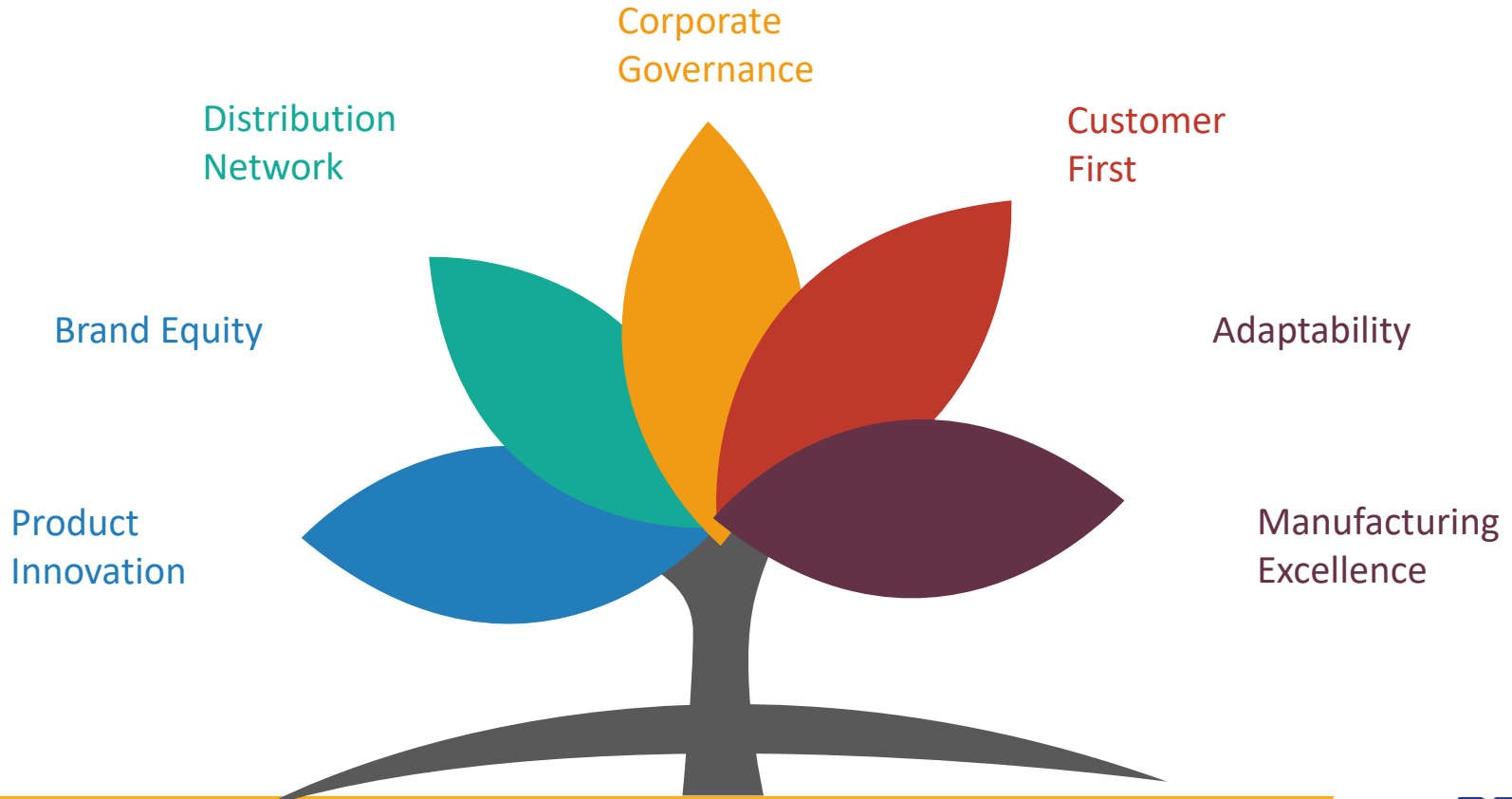
- Signed top-notch celebrities as brand ambassadors
- Strengthened distribution and supply chain management
- Launched e-commerce platform
- Increased people engagement
- New product development & portfolio strategy

Revenue: ₹ 1,214.61 Crore

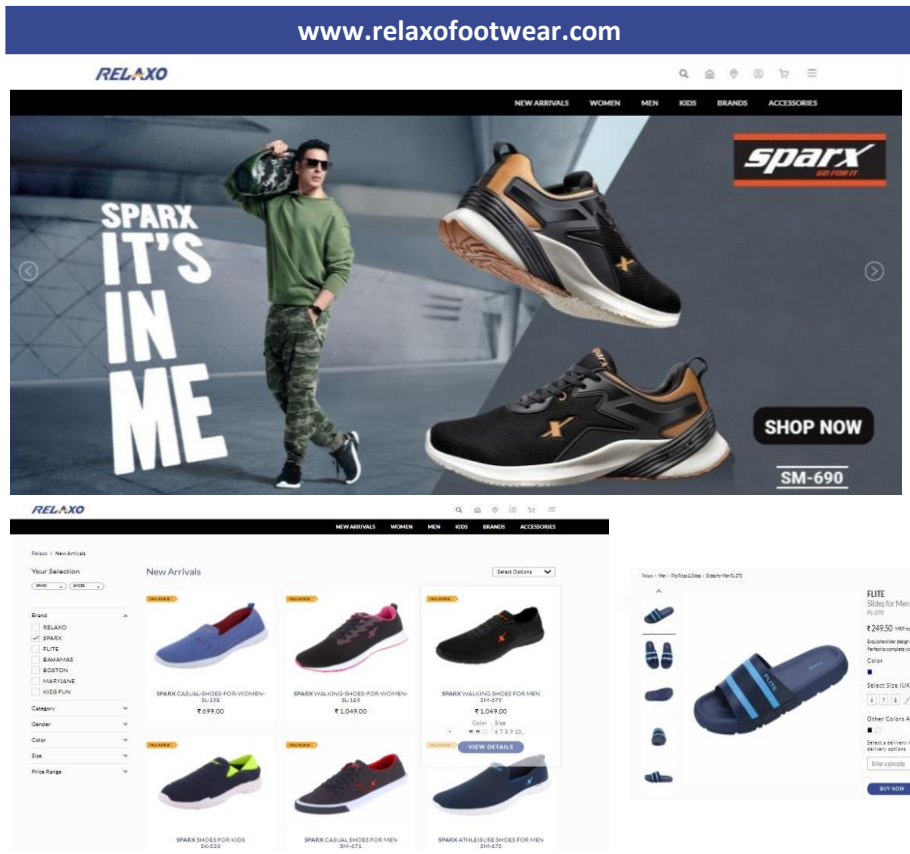
Diversified portfolio with strong identities



Key Strengths



Efficient customer reach across channels



60,000+

Retailers/MBOs

394

EBOs

~650

Distributors

~30

Countries Exported to

1

Overseas office in Dubai

Online Availability



Sustained manufacturing excellence, certification & innovation

Strong in-house manufacturing capabilities

- 8 manufacturing facilities with a capacity to produce ~10 Lac pair/day.
- Continuous focus on optimising operations
 - Dedicated line for manufacturing fast moving SKUs
 - Lean manufacturing (waste minimisation without compromising on productivity)
 - Maynard Operation Sequence Technique (MOST)
 - Yield improvement
 - Focus on cost optimisation in manufacturing allows competitive pricing.

Committed to provide Best in Class footwear

- Own manufacturing helps maintain quality end-end.
- Monitor every stage of manufacturing process
 - Designing
 - Material Management
 - Production Process
 - Packaging
 - Final Products

Certifications & Membership

- ISO 9001:2015
- ISO 14001:2015
- ISO 45001:2018
- ISO 27001:2013
- BIS/SATRA Manufacturing Standards
- CLE (Council for Leather Export)

IPR Spectrum

Trademarks	82
Copyright	10
Design	689

Awards and Accolades

dun & bradstreet



Amongst India's
Top 500 Companies
2021

business today

India's Most Valuable
Company-2019
Rank 220



India's Largest
Corporations 2019
Rank 471

FROST
&
SULLIVAN

India Manufacturing
Excellence Awards
2019

ET500²⁰¹⁹

India's Top 500
Company-2019
Rank 478



India's Top Mid Size
Company-2019
Rank 11



1st Place for
Excellent Export
Performance
2019-20



2nd Place for
Excellent Export
Performance
2020-21



World HRD Congress
North India
Best Employer Brand
2018

Ramesh Kumar Dua, Managing Director

- Over 46 years of experience in strategic, sales and marketing, production and new product development in footwear industry
- Commerce Graduate & Rubber Technologist (LPRI, London)
- Leading Relaxo to become the largest footwear manufacturer of India, with an array of strong brands.

Nikhil Dua, Whole Time Director

- Over 26 years of experience in production and new product development and has rich knowledge of product mix in Footwear Industry
- Commerce graduate and has studied from International School of Modern Shoe-making, Czech Republic

Pankaj Shrimali, Independent Director

- Over 38 years of experience in areas of finance, accounts, secretarial, corporate management, legal & corporate consultancy services, strategic management and investment banking for reputed corporate houses
- Fellow member of ICAI, ICSI, and Institute of Cost Accountants of India

Vivek Kumar, Independent Director

- Over 21 years experience as Operational Head in leading Indian companies and is also a management consultant to many corporates in the areas of quality, productivity, environment and safety
- MBA from Faculty of Management Studies, Delhi University and Electrical Engineer from the University of Roorkee (now IIT Roorkee)

Mukand Lal Dua, Whole Time Director

- Over 49 years of experience in manufacturing excellence in footwear industry.
- Science Graduate
- Providing cutting edge impetus to new product development and quality control.

Deval Ganguly, Whole Time Director

- Over 41 years of experience in areas of manufacturing, project and plant management in various reputed organisations.
- Joined Company in 2011 as President, Manufacturing and was elevated to Board w.e.f 5.11.2012. He is B.Tech from IIT Kanpur

Deepa Verma, Independent Director

- Over 34 years of experience in academic administration.
- Associated with University of Petroleum & Energy Studies since inception and has held various positions such as Director (NCR) region, VP (Academic Affairs) & presently in charge of Institutional Affairs & HR
- B.Sc, LL.B, M.A (Psychology), Diploma in Educational Guidance & Counselling

Rajeev Bhaduria, Independent Director

- Over 35 years of experience in Human Resource and leadership
- Past association with JSPL, Reliance ADA group & NTPC at various positions in Human Resource.
- B.A. & LLB from Allahabad University and management diploma from Power Management Institute, New Delhi

And a strong management team

**Mr. Gaurav Dua,
Executive VP -
Marketing**

MBA having over 21 years of experience in Sales & Marketing.

**Mr. Ritesh Dua,
Executive VP - Finance**

MBA having over 22 years of experience in Finance, HR & IT

**Mr. Nitin Dua,
Executive VP - Retail**

MBA having over 18 years of experience in Retail Business.

**Mr. Ashish Srivastava ,
VP – Human Resources**

MBA having over 24 years of experience in HR, Industrial Relations & Administration.

**Mr. Vinay Kumar Bajaj,
VP - Sales**

Graduate having over 31 years of experience in Sales & Marketing

**Mr. Sushil Batra,
Chief Financial Officer**

FCA having over 31 years of experience in Finance, Taxation and Strategic Planning

**Mr. HR Sapra,
Senior VP - Materials**

BE having over 49 years of experience in Materials & Procurement

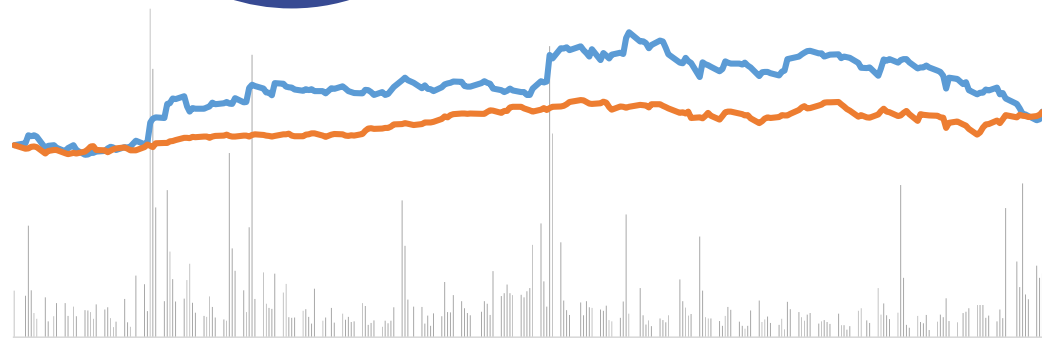
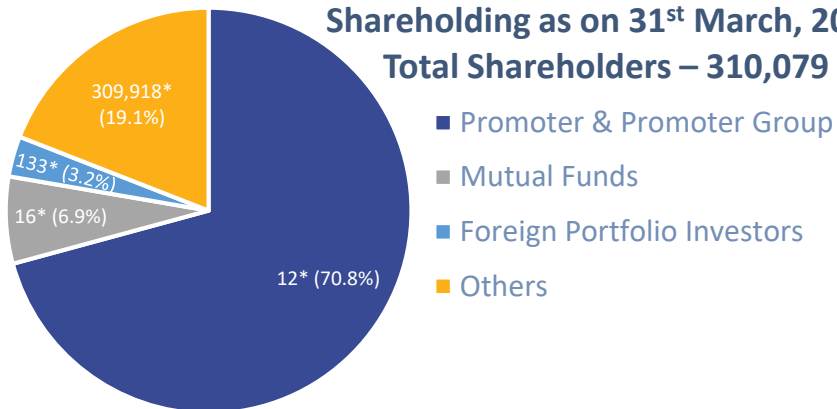
**Mr. Rahul Dua,
Assistant Executive VP -
Manufacturing**

Graduate having over 12 years of experience in Manufacturing

Shareholding pattern

Shareholding as on 31st March, 2022

Total Shareholders – 310,079



Apr-21 May-21 Jun-21 Jul-21 Aug-21 Sep-21 Oct-21 Nov-21 Dec-21 Jan-22 Feb-22 Mar-22

Volume Relaxo Sensex

Shareholder Information as on 31st March, 2022

BSE Ticker	530517
NSE Ticker	RELAXO
Market Cap (₹ in Cr)	26,544
% Free- float	29.2%
Shares Outstanding (in Cr)	24.89
3M ADTV (Shares)	2,12,143
Enterprise Value (₹ in Cr)	26,557
52 Week High	1,448.0
52 Week Low	883.2
52 Week ADTV (₹ in Cr)	30.0

Financial Highlights

Statement of Profit & Loss

Particulars (INR Cr.)	Q4FY22	Q3FY22	Q4FY21	FY22	FY21
Revenue from Operations	698.19	743.52	747.68	2,653.27	2,359.15
Other Income	5.91	5.47	6.89	23.72	22.77
Total Income	704.10	748.99	754.57	2,676.99	2,381.92
Cost of Materials Consumed, including packing material	351.85	341.25	321.86	1,307.88	863.85
Purchase of Stock in Trade	15.74	24.11	32.66	81.13	95.28
Changes in Inventories of Finished Goods, Stock-in-Trade and Work-in-Progress	-48.09	-17.37	-31.74	-172.31	44.15
Employee Benefits Expense	89.91	84.74	89.40	334.69	301.39
Finance Costs	3.90	4.06	5.19	15.33	17.08
Depreciation and Amortisation Expense	28.70	29.07	26.95	113.54	110.02
Other Expenses	177.65	189.16	172.64	686.13	558.99
Total Expenses	619.66	655.02	616.96	2,366.39	1,990.76
Profit Before Tax	84.44	93.97	137.61	310.60	391.16
Tax Expense					
Current Tax	19.86	24.24	34.32	80.84	102.03
Deferred Tax	1.51	-0.37	1.12	-3.06	-2.43
Tax for Earlier years	0.14	0.00	0.00	0.14	0.00
Profit for the period	62.93	70.10	102.17	232.68	291.56
Total Comprehensive Income for the period	63.52	69.67	102.61	232.99	293.01
Earning per Equity Share of INR 1/- each (in Rs)					
Basic	2.53	2.82	4.11	9.36	11.74
Diluted	2.53	2.82	4.10	9.35	11.72

Notes

1. The above results were reviewed by the Audit Committee and have been approved by the Board of Directors at their meeting held on May 11, 2022.
2. Based on guiding principles given in Ind AS 108 "Operating Segments", the Company's business activity falls within a single operating segment namely, "Footwear and Related Products", hence, the disclosure requirements relating to "Operating Segments" as per Ind AS 108 are not applicable.
3. The Company has applied practical expedient as per amendment to Ind AS 116 "Leases" on COVID-19 related rent concessions and recognised gain of INR 0.79 crore and INR 6.40 crores respectively in other income for the quarter and year ended March 31, 2022 (INR 1.53 crores and INR 10.24 crores respectively for the quarter and year ended March 31, 2021).
4. The Board of Directors at its meeting held on May 11, 2022 have recommended final dividend at the rate of INR 2.50 per share i.e. 250% of face value of INR 1/- for the approval of shareholders aggregating to INR 62.23 crores for the year ended March 31, 2022.
5. The Company has done assessment of recoverability and carrying values of its assets comprising of receivables, inventories, plant and equipment, intangible assets and on the basis of assessment, the Company expects to recover the carrying amount of these assets. The Company will continue to closely monitor any material changes to future economic conditions due to uncertainties linked to COVID -19.
6. The figures for the quarter ended March 31, 2022 are the balancing figures between the audited figures in respect of full financial year and unaudited year to date figures upto the previous quarter.

Balance Sheet

EQUITY AND LIABILITIES (INR Cr.)	FY22	FY21
Equity		
Equity Share Capital	24.89	24.84
Other Equity	1,735.23	1,547.57
	1,760.12	1,572.41
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
Lease Liabilities	122.78	115.23
Other Financial Liabilities	0.15	0.17
Provisions	18.67	16.10
Deferred Tax Liabilities (Net)	19.85	22.80
	161.45	154.30
Current Liabilities		
Financial Liabilities		
Borrowings	20.00	-
Lease Liabilities	31.26	28.93
Trade Payables		
Total Outstanding Dues	221.74	222.80
Other Financial Liabilities	94.76	105.62
Other Current Liabilities	60.28	57.81
Provisions	29.16	27.18
Current Tax Liabilities (Net)	3.82	6.75
	461.02	449.09
Total Equity and Liabilities	2,382.59	2,175.80

ASSETS (INR Cr.)	FY22	FY21
Non-Current Assets		
Property, Plant and Equipment	769.35	721.05
Capital Work-in-Progress	145.18	112.23
Intangible Assets	28.60	33.33
Intangible Assets under Development	3.78	5.80
Right-of-Use Asset	189.31	183.68
Financial Assets		
Investments	24.98	0.20
Loans	0.08	0.09
Other Financial Assets	17.53	17.23
Other Non-Current Assets	16.82	22.30
	1,195.63	1,095.91
Current Assets		
Inventories	673.25	422.14
Financial Assets		
Investments	169.27	337.98
Trade Receivables	250.79	181.46
Cash and Cash Equivalents	7.10	6.34
Bank Balances	5.40	1.35
Loans	0.43	0.41
Other Financial Assets	0.83	0.07
Other Current Assets	79.89	130.14
	1,186.96	1,079.89
Total Assets	2,382.59	2,175.80

Thank You