



Date: January 31, 2024

BSE Ltd. Corporate Relationship Department Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400 001	National Stock Exchange of India Ltd Listing Department, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051
Scrip Code – 530517	Scrip Code – RELAXO

Dear Madam/Sir,

Sub: Investor Presentation on Unaudited Financial Results for the quarter and nine months ended on December 31, 2023

Please find enclosed Investor Presentation on Unaudited Financial Results of the company for the quarter and nine months ended on December 31, 2023.

The same is for your information and record please.

Thanking You,

Yours Sincerely,

For **Relaxo Footwears Limited**,

Ankit Jain
Company Secretary & Compliance Officer

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

Classification: **Public**



www.relaxofootwear.com



**INVESTOR
PRESENTATION**
Q3 & 9M FY24

January 2024

**COMMITTED TO PROVIDE
BEST-IN-CLASS FOOTWEAR**

Safe Harbor

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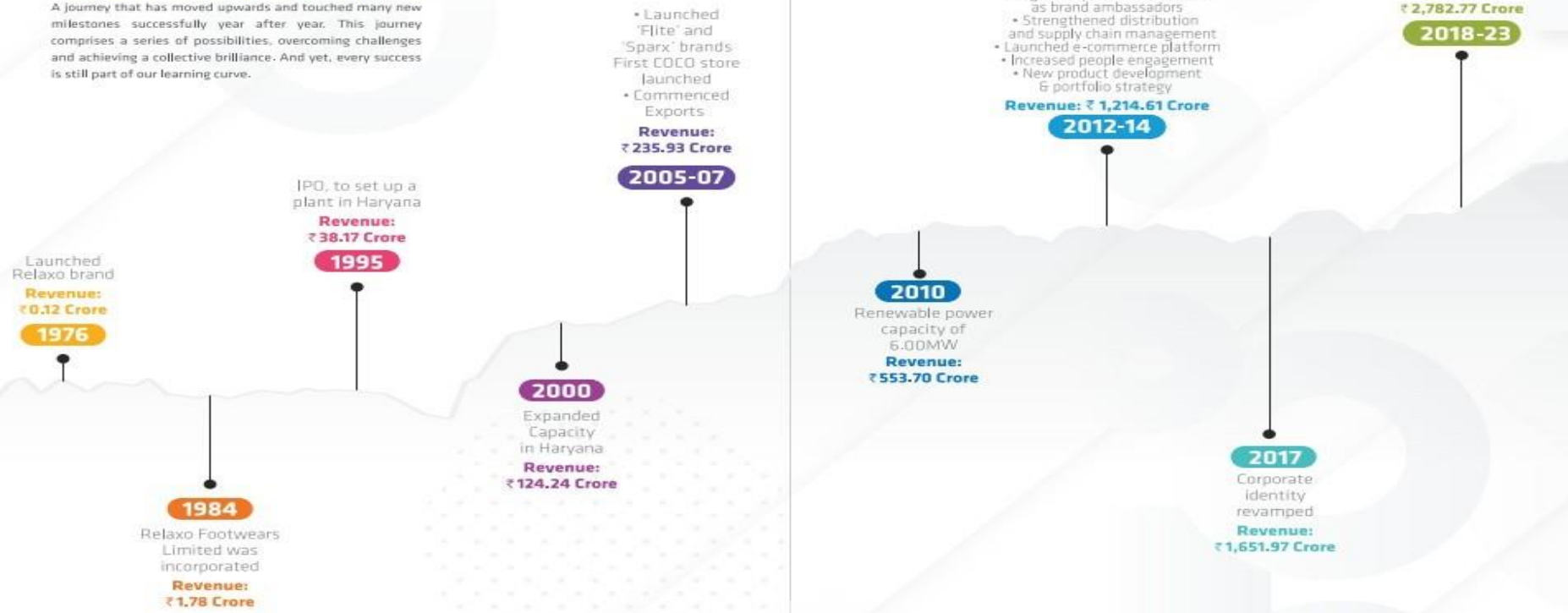
Company Overview

Moving Forward, Gaining Momentum



BEST IN PERFORMANCE

A journey that has moved upwards and touched many new milestones successfully year after year. This journey comprises a series of possibilities, overcoming challenges and achieving a collective brilliance. And yet, every success is still part of our learning curve.



Diversified Portfolio with Strong Identities



Efficient Customer Reach across Channels



Distribution Channels

~650

Pan-India Distributors

70,000+

Retailers/
Multi-Brand Outlets

399

Exclusive Brand Outlets
(EBOs)

~30

Countries Exported to

1

Overseas office in Dubai

amazon

Flipkart 



TATA
CLIQ

 snapdeal



RELAXO

Sustained Manufacturing Excellence, Certification & Innovation

Strong in-house manufacturing capabilities

8

Manufacturing Facilities

~10.5 Lakh

Pairs per day capacity

- 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

- In-house manufacturing helps in maintaining the end to end quality
- Monitor every stage of the manufacturing process
 - Designing
 - Material Management
 - Production Process
 - Packaging
 - Final Products

Certifications

- ISO 9001:2015
- ISO 14001:2015
- ISO 45001:2018
- ISO 27001:2013
- Member of SATRA
- CLE (Council for Leather Export)

IPR Spectrum

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Trademarks

10

Copyrights

1,091

Design

Distinguished Board of Directors

Executive Directors

Ramesh Kumar Dua , Managing Director

- 47 years of experience in strategy, sales and marketing, production and new product development in the footwear industry
- Leading Relaxo to become the largest footwear manufacturer of India

Mukand Lal Dua , Whole Time Director

- 50 years of experience in manufacturing excellence in footwear industry
- Providing cutting edge impetus to new product development and quality control

Nikhil Dua, Whole Time Director

- 27 years of experience in production, new product development and has deep knowledge of product mix in Footwear Industry
- Studied from International School of Modern Shoe-making, Czech Republic

Gaurav Dua, Whole Time Director

- 22 years of experience in sales and marketing in footwear industry
- Joined in 2001 and is heading sales & marketing and has been instrumental in revenue growth

Deval Ganguly, Whole Time Director

- 42 years of experience in areas of manufacturing, project and plant management in various reputed organisations
- Joined in 2011 as President, Manufacturing and was elevated to Board in 2012

Independent Directors

Pankaj Shrimali, Independent Director

- 39 years of experience in areas of finance, accounts, secretarial, strategic management and investment banking for reputed corporate houses

Deepa Verma, Independent Director

- 35 years of experience in academic administration.
- Association with UPES since inception and has held various positions like Director (NCR), VP (Academic Affairs) & Institutional Affairs & HR

Vivek Kumar, Independent Director

- 22 years of 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

Rajeev Bhaduria, Independent Director

- 36 years of experience in Human Resource and leadership
- Past association with JSPL, Reliance ADA group & NTPC at various positions in Human Resource

Kuldip Singh Dhingra, Independent Director

- 50 years of experience in paint and related industries
- Has immense exposure in strategy & planning, strategy, corporate management, manufacturing etc

And a Strong Management Team

Ritesh Dua, Executive Vice President - Finance

MBA having over 23 years of experience in Finance, HR & IT

Rahul Dua, Executive Vice President - Manufacturing

Graduate having over 13 years of experience in Manufacturing

HR Sapra, Senior Vice President - Materials

BE having over 50 years of experience in Materials & Procurement

Vikas Dogra, Vice President - Sales

Graduate having over 30 years of experience in leading FMCG companies

Shravan Kumar Singh, Vice President – Product Development

Graduate & Diploma holder in Footwear Designing having an overall 28 years of experience

Nitin Dua, Executive Vice President - Retail

MBA having over 19 years of experience in Retail Business

Sushil Batra, Chief Financial Officer

FCA having over 32 years of experience in Finance, Taxation and Strategic Planning

Ashish Srivastava, Vice President – Human Resources

MBA having over 25 years of experience in HR, Industrial Relations & Administration

Sachin Chhabra, Vice President - Marketing

MBA having over 20 years of marketing experience in leading FMCG, Telecom, Real Estate & Building Material companies

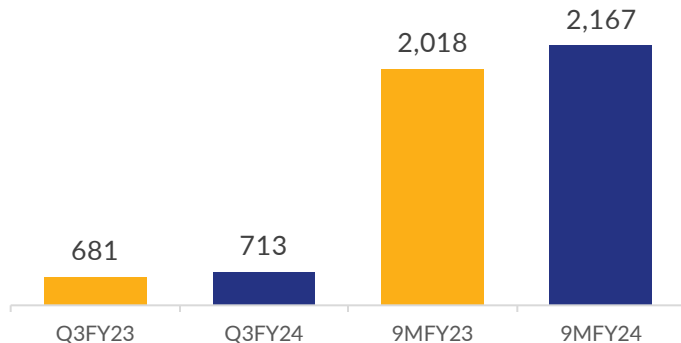
Ankit Jain, Company Secretary & Compliance Officer

FCS having over 15 years of experience in Manufacturing, Real Estate & Infrastructure companies

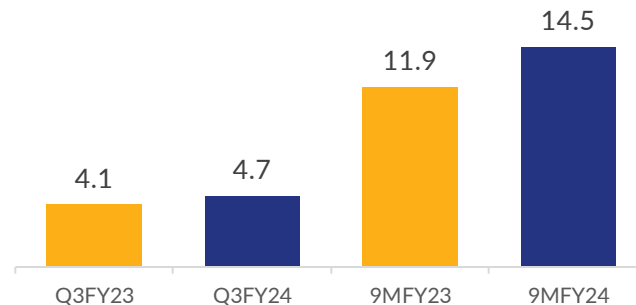
Quarterly Performance at a Glance

Q3 & 9M FY24 Financial Highlights – Profit and Loss (1/2)

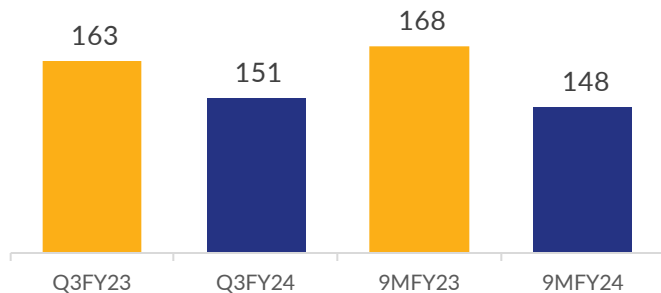
Revenue (₹ in Cr.)



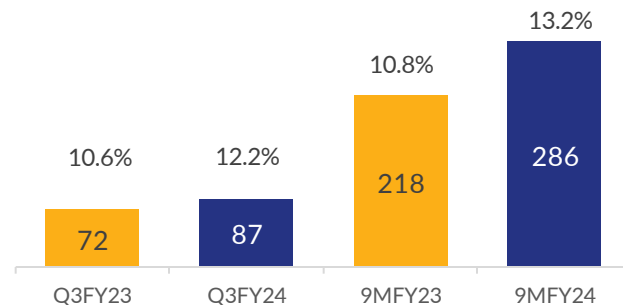
No. of Pairs sold (in Cr.)



Average Realization per pair (in ₹)

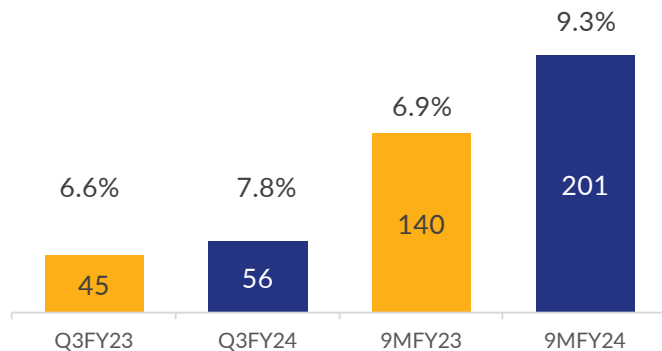


EBITDA (₹ in Cr.) & Margin (%)

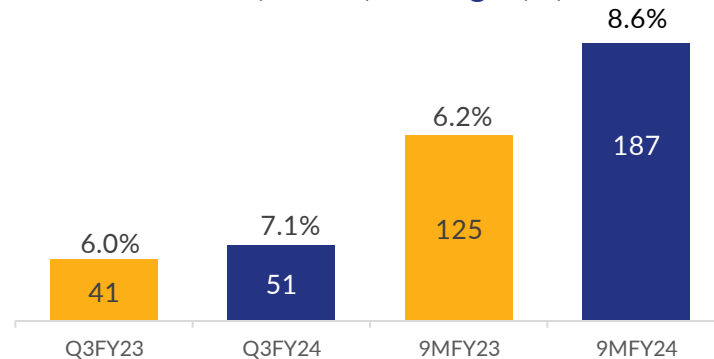


Q3 & 9M FY24 Financial Highlights – Profit and Loss (2/2)

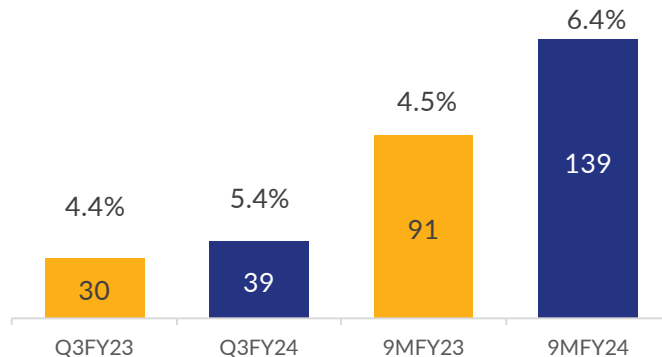
EBIT (₹ in Cr.) & Margin (%)



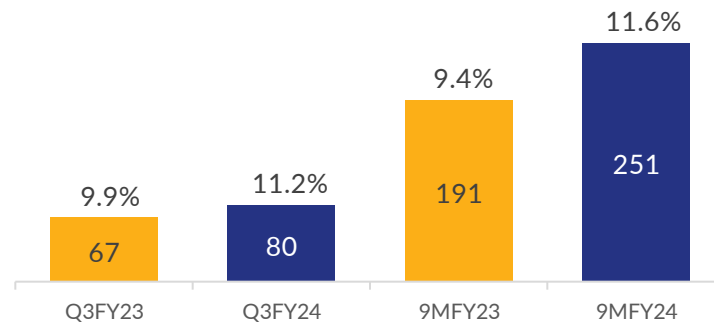
PBT (₹ in Cr.) & Margin (%)



PAT (₹ in Cr.) & Margin (%)

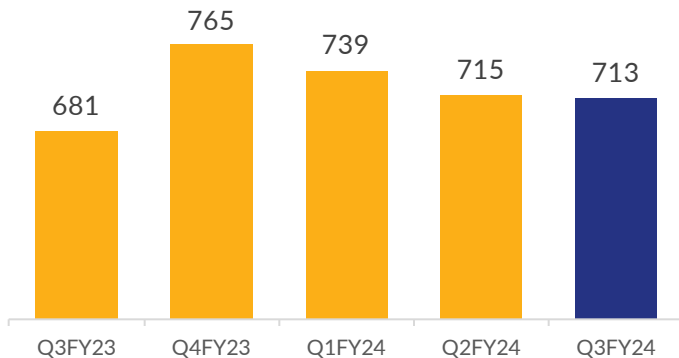


Cash PAT (₹ in Cr.) & Margin (%)

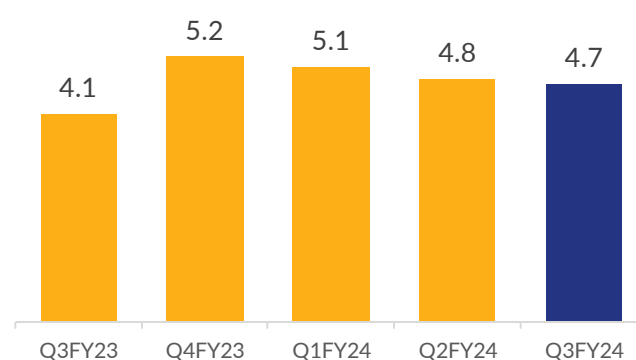


Quarterly Trend – Profit and Loss (1/2)

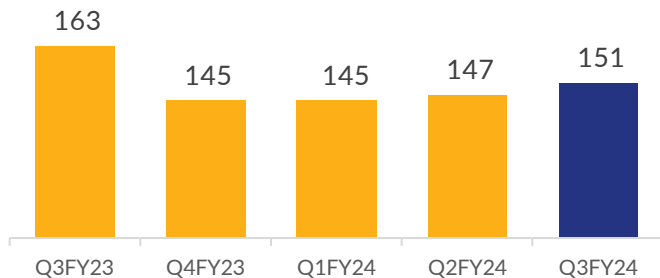
Revenue (₹ in Cr.)



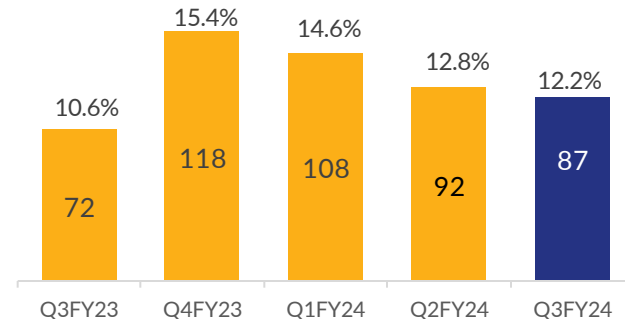
No. of Pairs sold (in Cr.)



Average Realization per pair (in ₹)

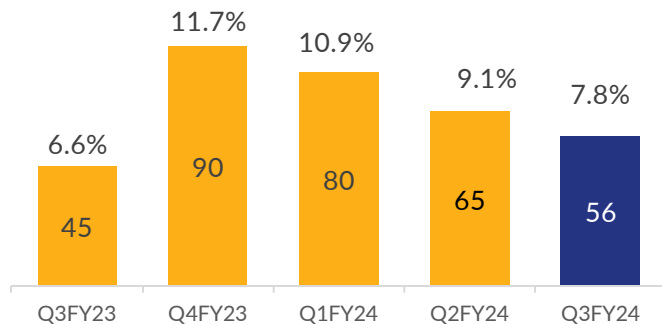


EBITDA (₹ in Cr.) & Margin (%)

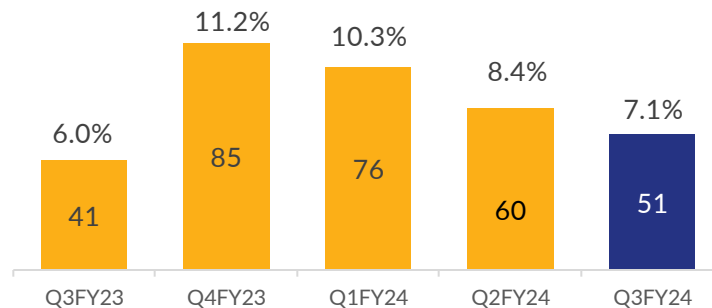


Quarterly Trend – Profit and Loss (2/2)

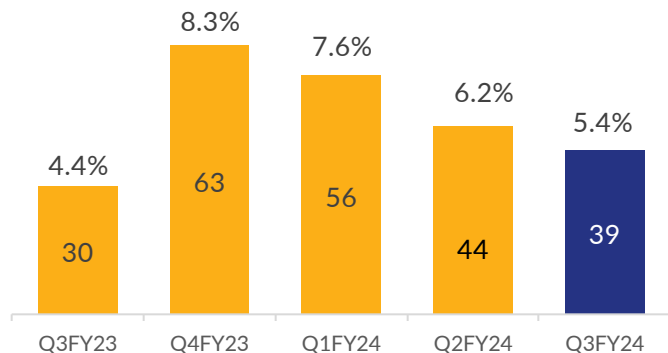
EBIT (₹ in Cr.) & Margin (%)



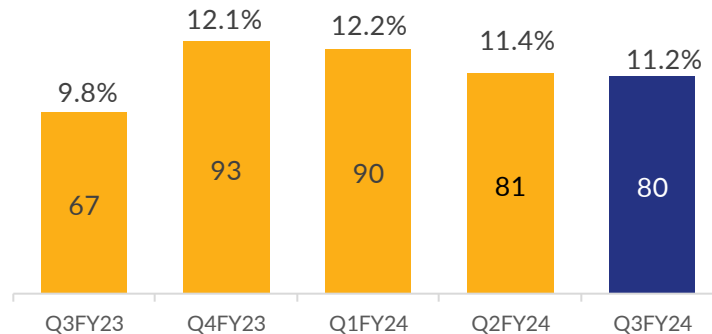
PBT (₹ in Cr.) & Margin (%)



PAT (₹ in Cr.) & Margin (%)



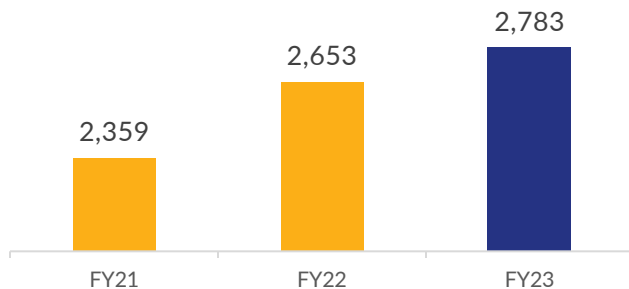
Cash PAT (₹ in Cr.) & Margin (%)



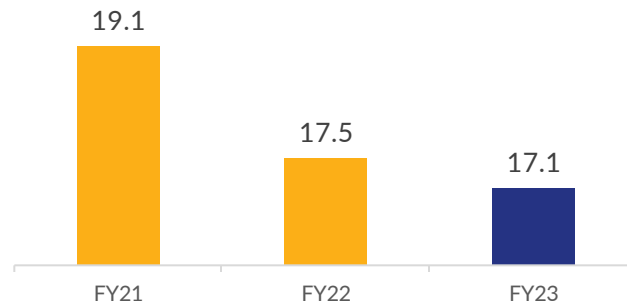
Annual Financial Highlights

Annual Financial Highlights – Profit and Loss (1/2)

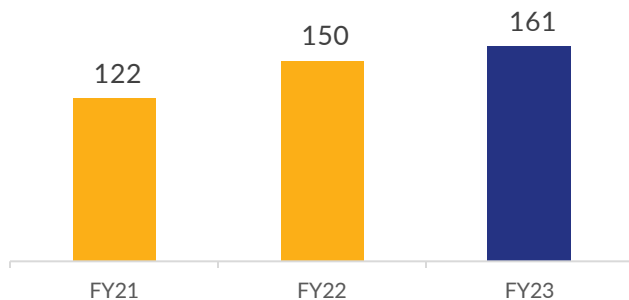
Revenue (₹ in Cr.)



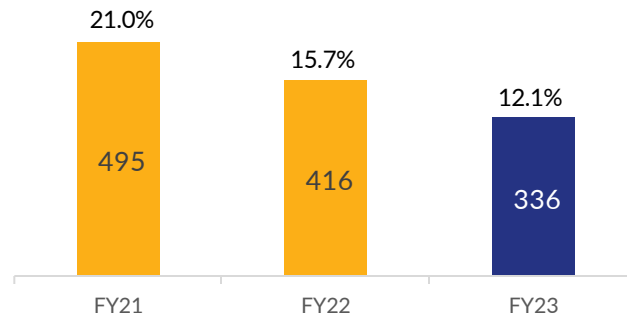
No. of Pairs sold (in Cr.)



Average Realization per pair (in ₹)

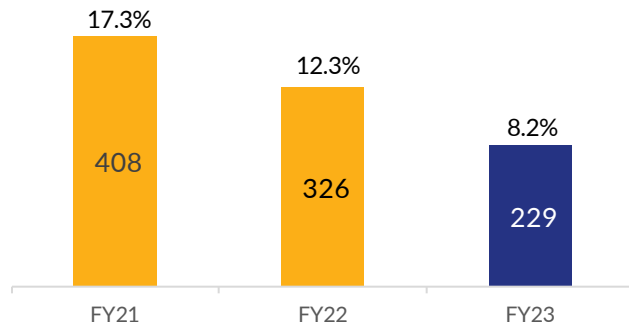


EBITDA (₹ in Cr.) & Margin (%)

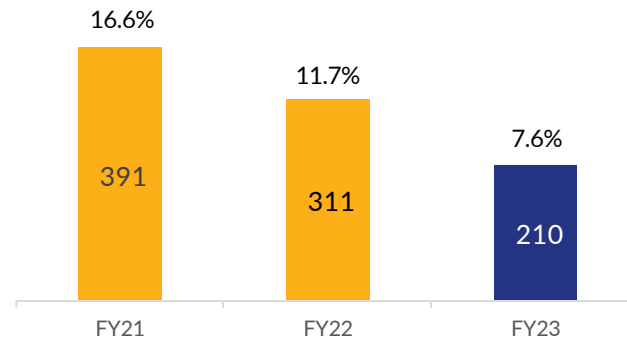


Annual Financial Highlights – Profit and Loss (2/2)

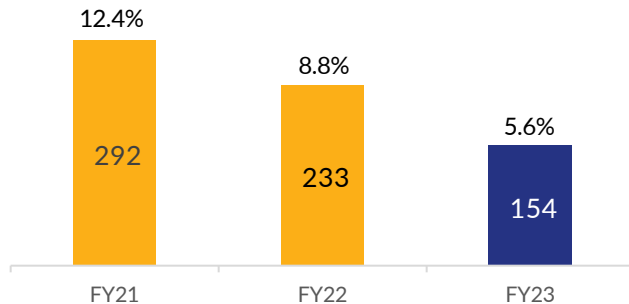
EBIT (₹ in Cr.) & Margin (%)



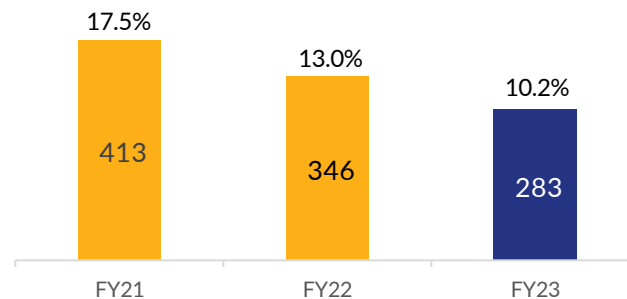
PBT (₹ in Cr.) & Margin (%)



PAT (₹ in Cr.) & Margin (%)



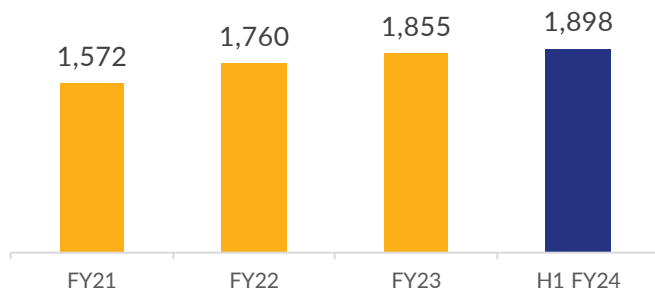
Cash PAT (₹ in Cr.) & Margin (%)



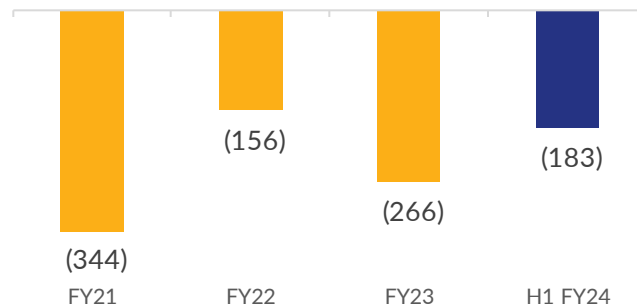
Annual Financial Highlights – Balance Sheet

(₹ in Cr.)

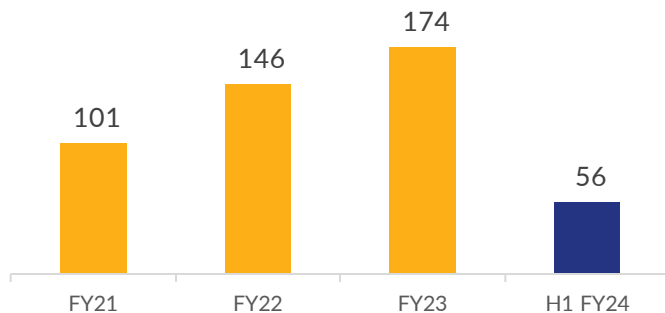
Net Worth



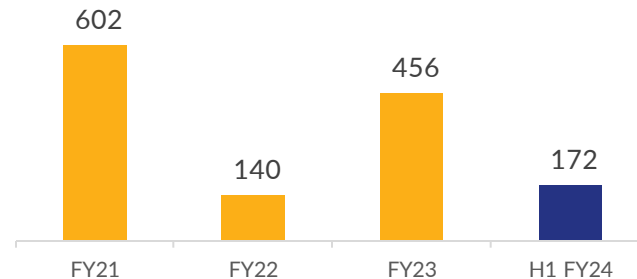
Net Debt



Capex

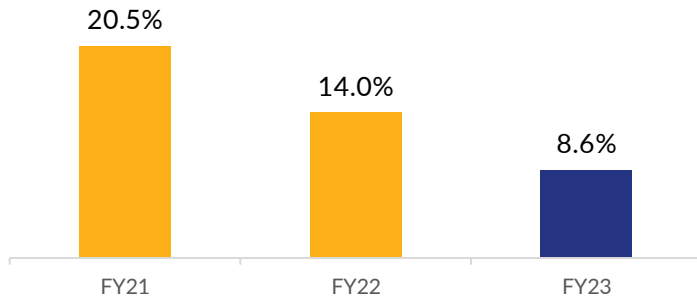


Cash Generated from Operations

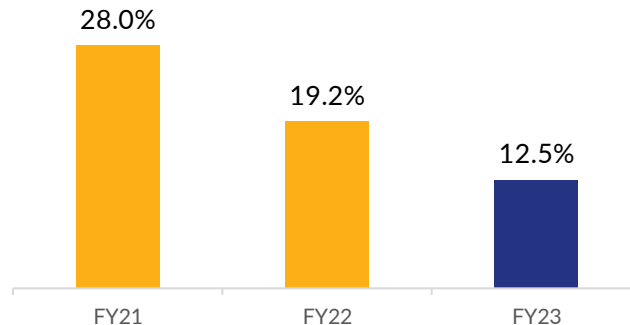


Annual Financial Highlights – Key Financial Ratios

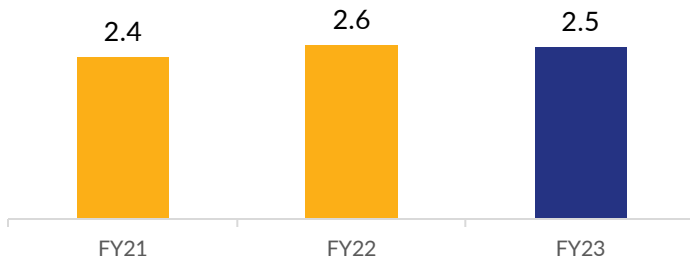
ROE (%)



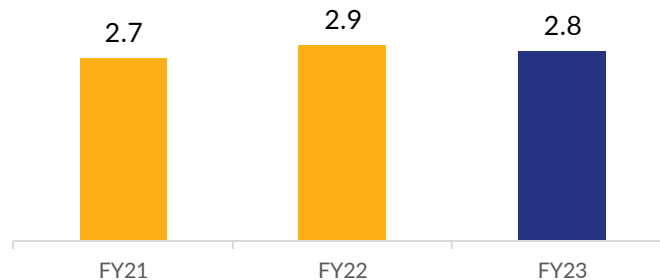
ROCE (%)



Current Ratio (x)



Fixed Asset Turnover Ratio (x)



Statement of Profit & Loss – Q3 & 9M FY24

Particulars (₹ in Cr.)	Q3FY24	Q3FY23	Y-o-Y	9MFY24	9MFY23	Y-o-Y	FY23
Revenue from Operations	712.71	681.03	4.65%	2,166.85	2,017.83	7.39%	2,782.77
Other Income	5.99	4.42		23.80	14.25		18.57
Total Income	718.70	685.45	4.85%	2,190.65	2,032.08	7.80%	2,801.34
Cost of Materials Consumed, including Packing Material	263.22	305.21		863.36	896.31		1183.19
Purchases of Stock-in-Trade	22.22	20.85		57.94	55.08		73.46
Changes in Inventories of Finished Goods, Stock-in-Trade and Work-in-Progress	21.05	(6.16)		1.58	16.96		77.67
Employee Benefits Expense	96.04	86.23		289.19	257.88		343.25
Other Expenses	223.01	202.65		668.54	573.80		769.42
Total Operating Expenses	625.54	608.78	2.75%	1,880.61	1,800.03	4.48%	2,446.99
EBITDA	87.17	72.25	20.65%	286.24	217.80	31.42%	335.78
EBITDA Margin	12.23%	10.61%	162 bps	13.21%	10.79%	242 bps	12.07%
Finance Costs	4.83	4.12		14.03	15.11		19.24
Depreciation and Amortization Expenses	37.50	31.97		109.03	92.34		125.10
Profit Before Tax (PBT)	50.83	40.58	25.26%	186.98	124.60	50.06%	210.01
PBT Margin	7.13%	5.96%	117 bps	8.63%	6.17%	246 bps	7.55%
Tax Expense	12.26	10.48		47.90	33.43		55.54
Profit for the Period (PAT)	38.57	30.10	28.14%	139.08	91.17	52.55%	154.47
PAT Margin	5.41%	4.42%	99 bps	6.42%	4.52%	190 bps	5.55%
Diluted EPS (₹)	1.54	1.21	27.27%	5.58	3.66	52.46%	6.21

Balance Sheet

EQUITY AND LIABILITIES (₹ in Cr.)	H1FY24	FY23
Equity		
Equity Share Capital	24.89	24.89
Other Equity	1,872.75	1,830.16
	1,897.64	1,855.05
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
Lease Liabilities	147.44	128.28
Provisions	20.58	19.35
Deferred Tax Liabilities (Net)	20.42	21.46
	188.44	169.09
Current Liabilities		
Financial Liabilities		
Borrowings	37.94	-
Lease Liabilities	39.57	35.80
Trade Payables		
Total Outstanding Dues	215.68	252.87
Other Financial Liabilities	99.16	89.69
Other Current Liabilities	72.88	64.23
Provisions	68.97	25.14
Current Tax Liabilities (Net)	3.28	2.92
	537.48	470.65
Total Equity and Liabilities	2,623.56	2,494.79

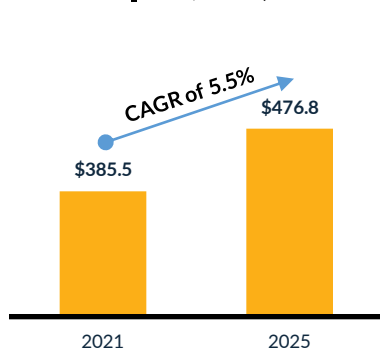
ASSETS (₹ in Cr.)	H1FY24	FY23
Non-Current Assets		
Property, Plant and Equipment	965.58	923.89
Capital Work-in-Progress	63.11	87.77
Intangible Assets	25.74	30.76
Intangible Assets under Development	1.12	1.18
Right-of-Use Assets	218.38	195.58
Financial Assets		
Investments	70.14	24.69
Loans	0.02	0.03
Other Financial Assets	40.20	18.00
Other Non-Current Assets	22.71	19.26
	1,407.00	1,301.16
Current Assets		
Inventories	548.28	563.78
Financial Assets		
Investments	112.21	200.59
Trade Receivables	318.74	270.34
Cash and Cash Equivalents	6.57	10.27
Bank Balances	122.90	63.74
Loans	0.52	0.58
Other Financial Assets	6.75	2.34
Other Current Assets	100.59	81.99
	1,216.56	1,193.63
Total Assets	2,623.56	2,494.79

Industry Overview

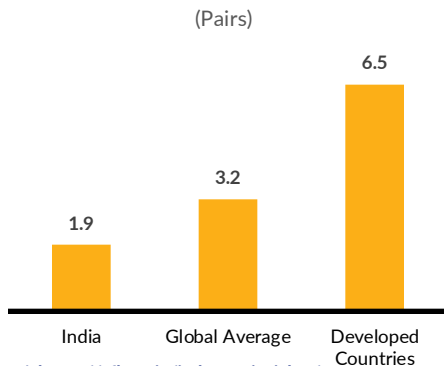
Attractive dynamics of the Indian footwear industry

Strong growth potential of the Indian footwear industry

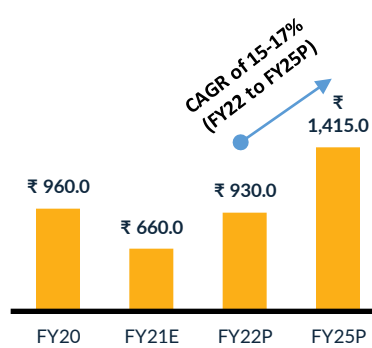
Global Footwear Market Size#
(In US\$ billion)



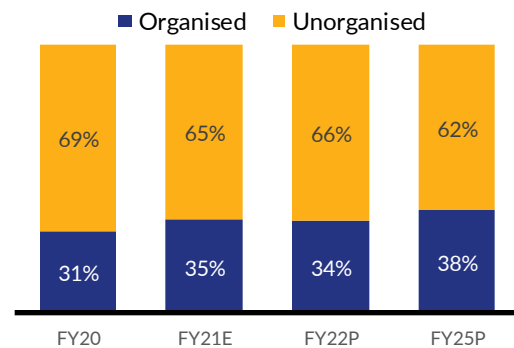
Per Capita Consumption (Pairs)^



Indian Footwear Market Size*
(In Rs. billion)



Improving share of Organised footwear market - India



Organised segment to report CAGR of 20-22% between FY22-25P

Growth potential in the current scenario

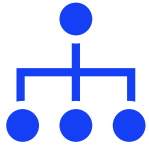
- India is the 2nd largest footwear producer
- The sector holds an important place in Make in India Initiative and thus has been chosen as a Champion Sector
- Domestic manufacturing poised for growth in wake of decline in footwear imports
- Favourable growth in organized retail market & e-commerce

Filip to Consumer Demand

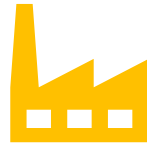
- Rising disposable income, changing life style and increase in literacy rate
- Rise of middle-income group and millennial population
- Footwear has evolved from being a mere necessity to an important fashion accessory
- The growing trend of premiumization in the Indian footwear industry and the shift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

Key Strengths

Key Strengths



**Diversified Product
Portfolio**



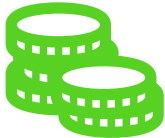
**Manufacturing
Excellence**



**Wide Distribution
Network**



Product Innovation



**Financial Resilience
with Strong Credit
Profile**

ICRA AA (Long Term)
A1+ (Short Term)



**Distinguished Board
and Management
Team**



**Evolving
Macroeconomic
Industry Growth drivers**



**Strong Corporate
Governance**

Annexures

Awards and Accolades



Northern Region Export
Excellence Award
2023



1st Place for
Excellent Export
Performance
2021-22

dun & bradstreet



Amongst India's
Top 500 Companies
2021



1st Place for Excellent
Export Performance
2019-20

F R O S T
&
S U L L I V A N

India Manufacturing
Excellence Awards
2019



India's Top Mid Size
Company-2019
Rank 11



India's Most Valuable
Company-2019
Rank 220



India's Largest
Corporations 2019
Rank 471



India's Top 500
Company-2019
Rank 478

Being a Good Corporate Citizen

Education

Parivartan - Model School Project - Developing Govt schools in Haridwar into model schools by providing appropriate infrastructure facilities, developing soft skills, and capacity building for teachers in 104 schools, benefitting approx. 10,000 students

Remedial Education Program - Supporting 150 students from the Bawana slum area since 2017

Skill Development - Supporting youth from remote areas in Customer Support Associate and Front Desk Executive course



Project Parivartan



Bal Mantri Mandal

Health

Nayan - Avoidable Blindness Project - Providing advanced eye care facilities to residents of 194 villages in the Tijara block of Khairthal district, Rajasthan

Mobile Health Unit Project - A community healthcare initiative that provides free diagnosis, medicines, medical tests, ANC & PNC services, and health-related awareness sessions in 11 villages of the Bhiwadi area in Rajasthan



Mobile Health Unit Project



Project Nayan

Environment

Water Conservation Project - Constructing and renovating 5 water holding structures with a cumulative holding capacity of 83,000 cubic meters in a single filling

Plantation Drive - in Bhiwadi, Rajasthan



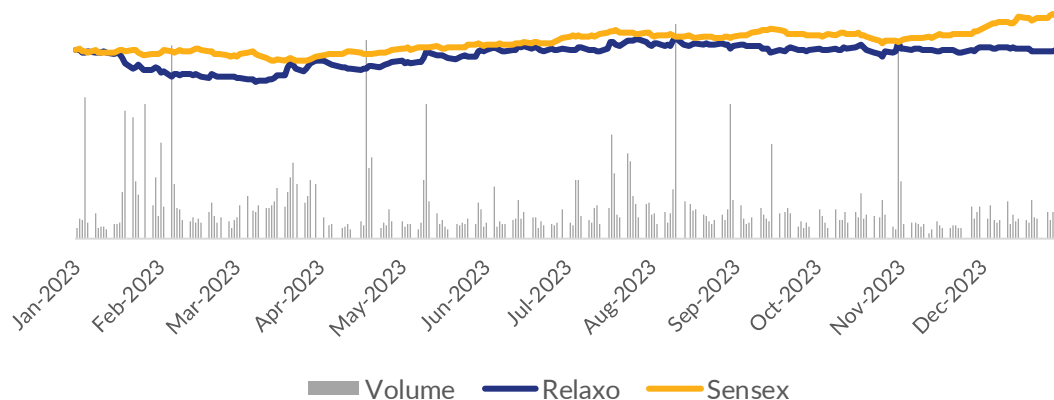
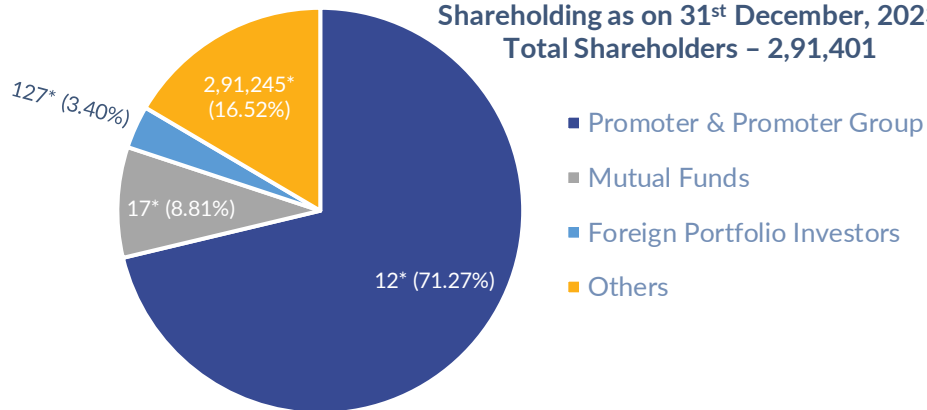
Plantation Drive



Water Conservation Project

Shareholding Pattern

Shareholding as on 31st December, 2023
Total Shareholders – 2,91,401



Shareholder Information as on
31st December 2023

BSE Ticker	530517
NSE Ticker	RELAXO
Market Cap (₹ in Cr)	22,492
% Free- float	28.73%
Shares Outstanding (in Cr)	24.89
3M ADTV (Shares)	91,680
Enterprise Value (₹ in Cr)	22,590
52 Week High (₹)	959.25
52 Week Low (₹)	752.95
52 Week ADTV (₹ in Cr)	10.74

Thank You