



July 30, 2025

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

Sub: Investor Presentation on Unaudited Financial Results for the quarter ended on June 30, 2025

Dear Madam / Sir,

Please find enclosed herewith the Investor Presentation on Unaudited Financial Results of the Company for the quarter ended June 30, 2025.

This is for your information and records please.

Thanking You,

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**
Q1FY26

July 2025

COMMITTED TO PROVIDE
BEST-IN-CLASS FOOTWEAR

Safe Harbor

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Company Overview

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.

1976

Launched Relaxo brand
Revenue: ₹ 0.12 Crore

1984

Relaxo Footwears Limited was incorporated
Revenue: ₹ 1.78 Crores

1995

IPO, to set up a plant in Haryana
Revenue: ₹ 38.17 Crores

2005-07

- Launched 'Flite' and 'Spax' brands
- First COCO store launched
- Commenced Exports

Revenue: ₹ 235.93 Crores

2010

Renewable power capacity of 6.00MW
Revenue: ₹ 553.70 Crores

2012-15

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: ₹ 1,480.81 Crores

2017-18

- Corporate identity revamped
- Merger of 'RRPL' and 'MPPL' with your Company

Revenue: ₹ 1,948.57 Crores

2022-25

- Acquisition of 30 acres land in Bhiwadi for future expansion
- Manufacturing capacity soared to 10.5 lacs pair per day

Revenue: ₹ 2,789.61 Crores

Diversified Portfolio with Strong Identities



Efficient Customer Reach across Channels



Distribution Channels

~550 (Active)
Pan-India Distributors

~70,000+
Retailers/
Multi-Brand Outlets

406

Exclusive Brand Outlets
(EBOs)

~36

Countries Exported to

1

Overseas office in Dubai



Sustained Manufacturing Excellence, Certification & Innovation

Strong in-house manufacturing capabilities

9

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 27001:2022
- Member of SATRA

IPR Spectrum

87
Trademarks

13
Copyrights

1,302
Design

Distinguished Board of Directors

Executive Directors

Ramesh Kumar Dua , Chairman & Managing Director

- 48 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

- 51 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

- 28 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 Kumaar Dua, Whole Time Director

- 23 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

Sushil Batra, Executive Director

- 33 years of experience in Finance, Taxation and Strategic Planning
- Formerly served as a CFO and was elevated to Board in 2024

Independent Directors

Kuldip Singh Dhingra, Independent Director

- 51 years of experience in paint and related industries in strategy & planning, strategy, corporate management, manufacturing etc

Rajeev Bhadauria, Independent Director

- 37 years of experience in Human Resource and leadership, previously associate with JSPL, Reliance ADA group & NTPC

Yogesh Kapur, Independent Director

- 38 years of experience in reputed financial institutions in the field of investment banking, strategic initiatives, business/corporate restructuring, etc.

Raj Kumar Jain, Independent Director

- 44 years of experience for leading consumer organisations in sales, marketing and supply chain

Richa Arora, Independent Director

- Over 30 years of experience in business, strategy, ESG & Sustainability, marketing for FMCG companies and other consulting organizations

And a Strong Management Team

Ritesh Dua, Executive Vice President - Finance

MBA having over 24 years of experience in Finance, HR & IT

Rahul Dua, Executive Vice President - Manufacturing

Graduate having over 14 years of experience in Manufacturing

Surender Bansal, Vice President - Sales

MBA having over 36 years of experience in leading Footwear and Petrochemical companies

Shravan Kumar Singh, Vice President – Product Development

Graduate & Diploma holder in Footwear Designing having an overall 29 years of experience

Ankit Jain, Company Secretary & Compliance Officer

FCS having over 16 years of experience in Manufacturing, Real Estate & Infrastructure companies

Nitin Dua, Executive Vice President - Retail

MBA having over 20 years of experience in Retail Business

Prince Jain, Chief Financial Officer

Chartered Accountant having over 16 years of experience in financial planning and analysis, commercial finance, supply chain finance, etc.

Verinder Kumar, Senior Vice President - Manufacturing

Post-Graduate having 40 years of experience in manufacturing, production and projects

Rakesh Singh Gautam, Vice President – Human Resources

BSc and Post-Graduate in Personnel Management having over 35 years of experience in Human Resources across various industries

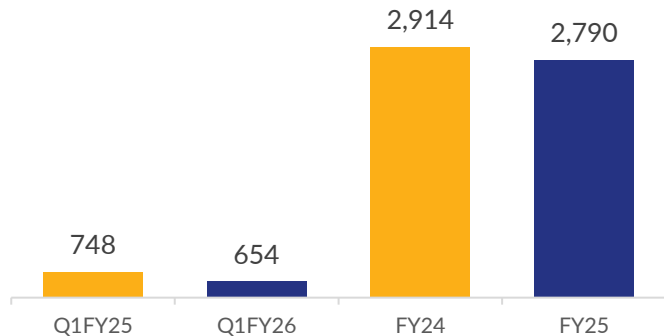
Sachin Chhabra, Vice President - Marketing

MBA having over 21 years of marketing experience in leading FMCG, Telecom, Real Estate & Building Material companies

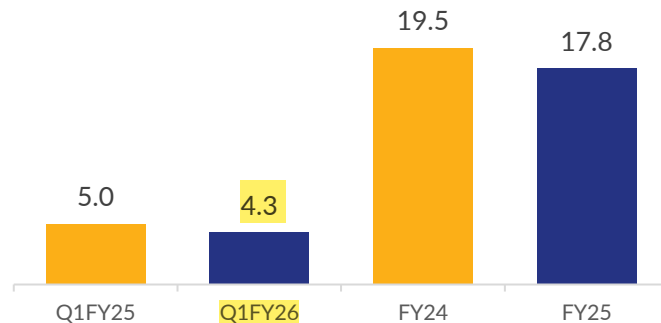
Quarterly Performance at a Glance

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

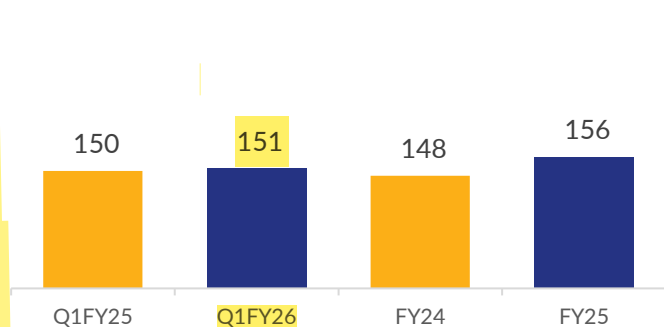
Revenue (₹ in Cr.)



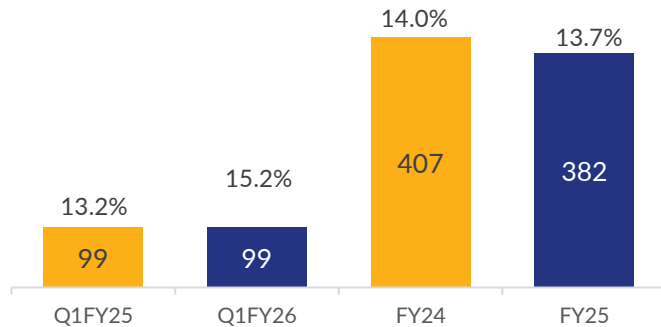
No. of Pairs sold (in Cr.)



Average Realization per pair (in ₹)

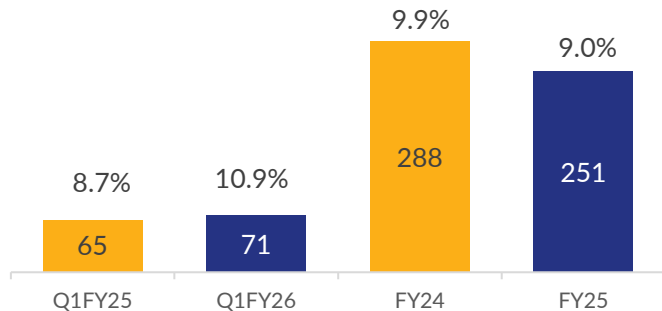


EBITDA (₹ in Cr.) & Margin (%)

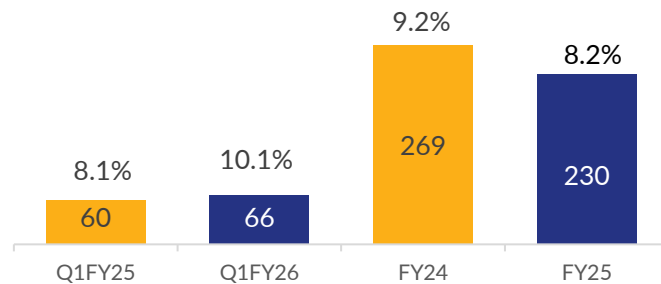


Quarterly Financial Highlights – Profit and Loss (2/2)

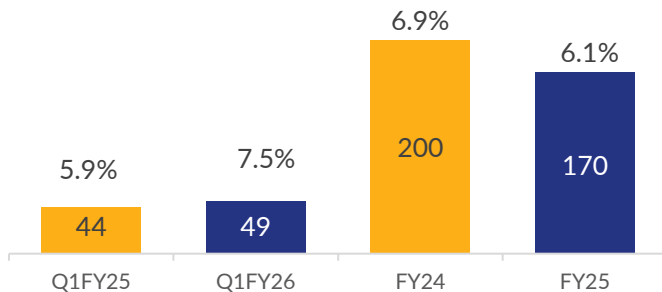
EBIT (₹ in Cr.) & Margin (%)



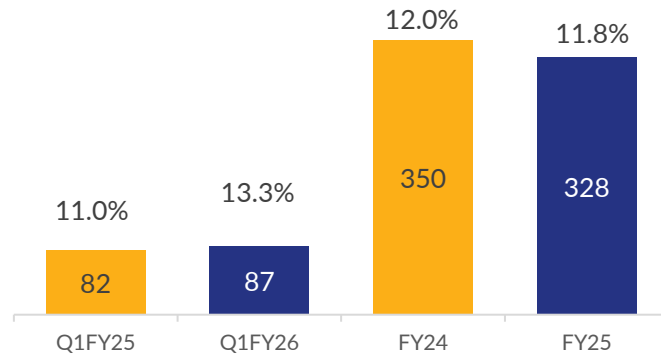
PBT (₹ in Cr.) & Margin (%)



PAT (₹ in Cr.) & Margin (%)

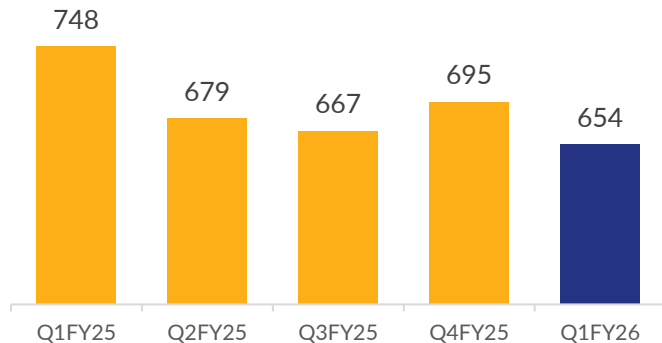


Cash PAT (₹ in Cr.) & Margin (%)

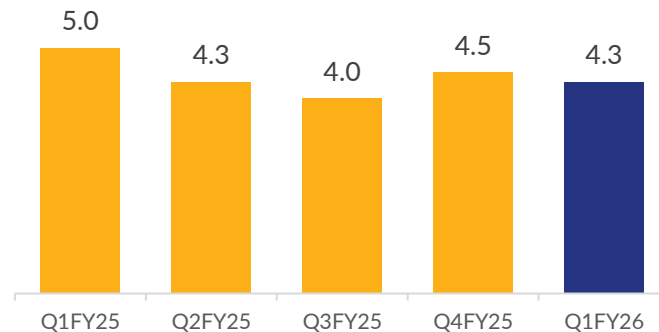


Quarterly Trend – Profit and Loss (1/2)

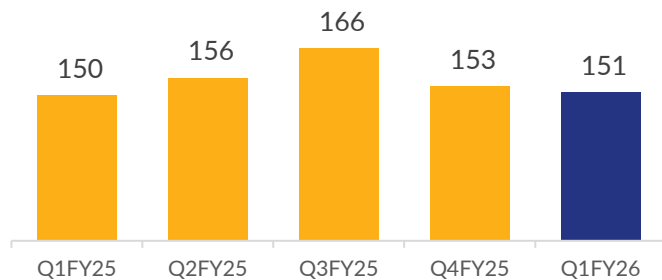
Revenue (₹ in Cr.)



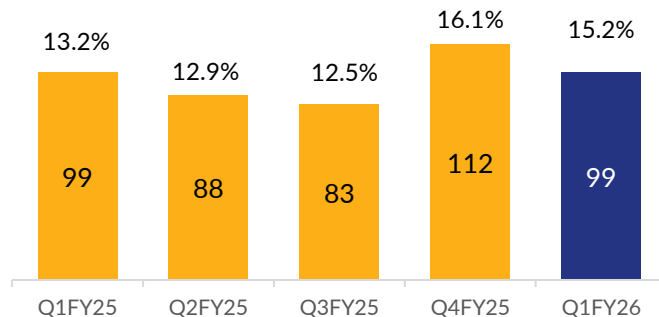
No. of Pairs sold (in Cr.)



Average Realization per pair (in ₹)

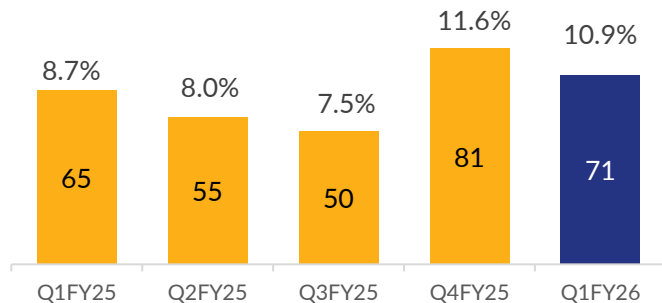


EBITDA (₹ in Cr.) & Margin (%)

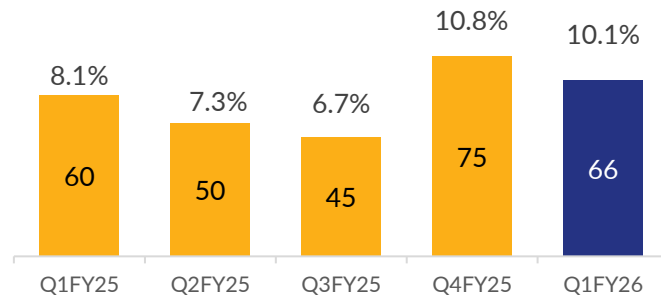


Quarterly Trend – Profit and Loss (2/2)

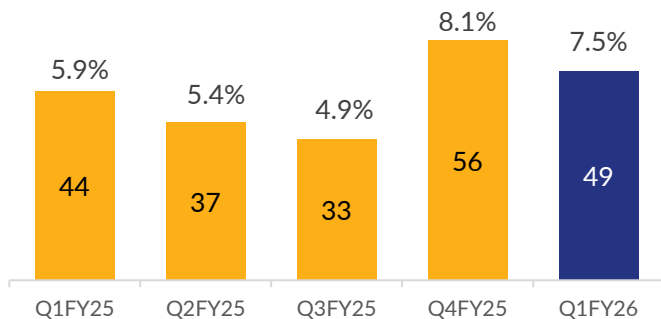
EBIT (₹ in Cr.) & Margin (%)



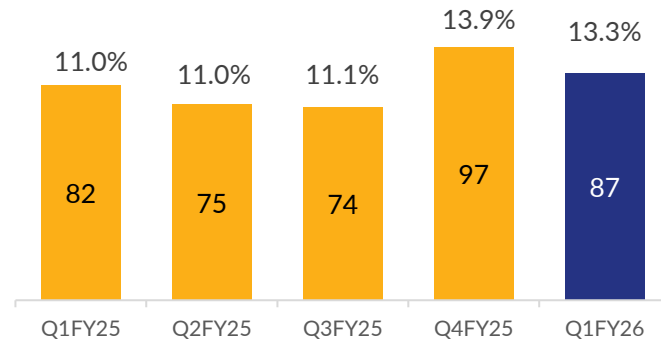
PBT (₹ in Cr.) & Margin (%)



PAT (₹ in Cr.) & Margin (%)



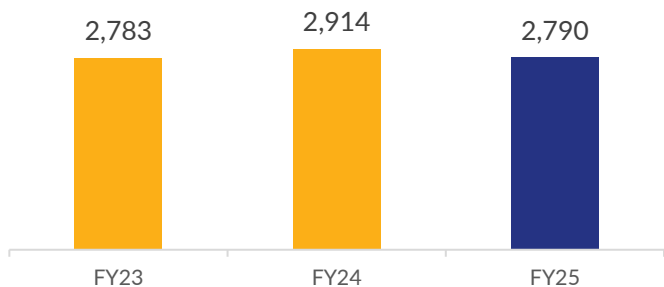
Cash PAT (₹ in Cr.) & Margin (%)



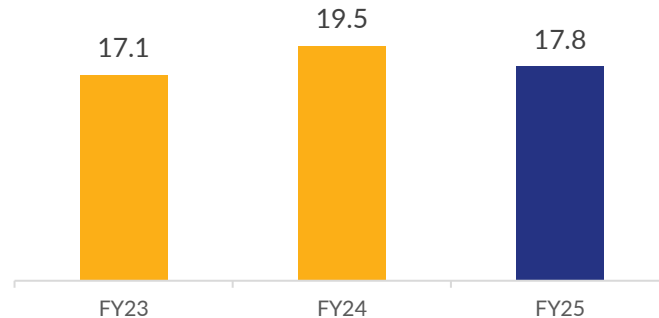
Annual Financial Highlights

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

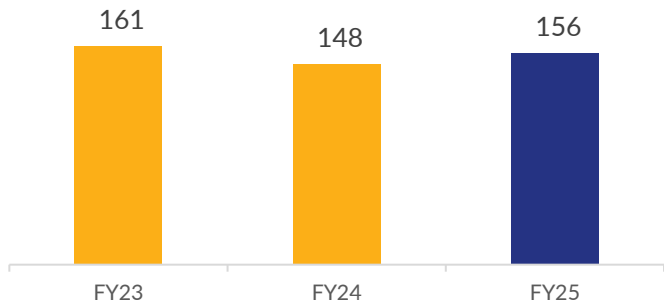
Revenue (₹ in Cr.)



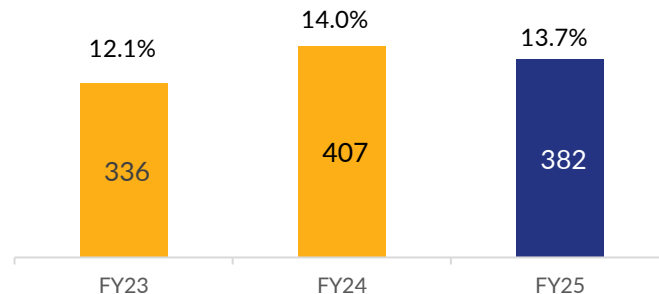
No. of Pairs sold (in Cr.)



Average Realization per pair (in ₹)

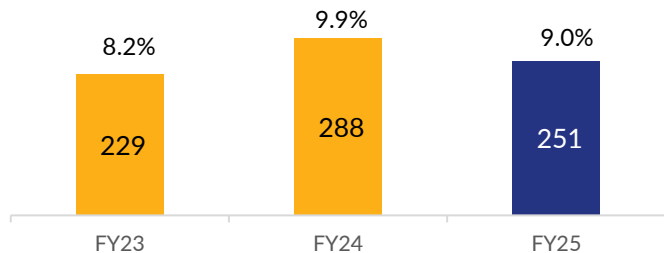


EBITDA (₹ in Cr.) & Margin (%)

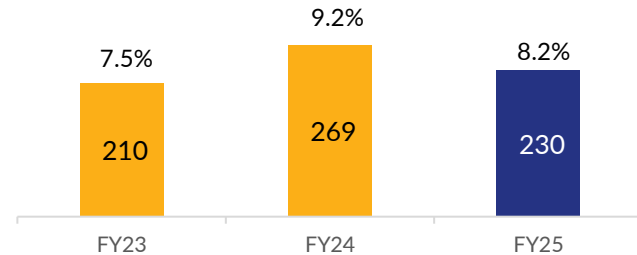


Annual Financial Highlights – Profit and Loss (2/2)

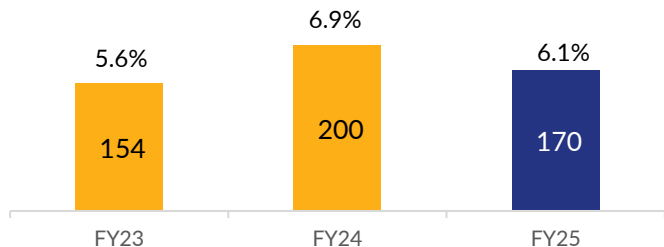
EBIT (₹ in Cr.) & Margin (%)



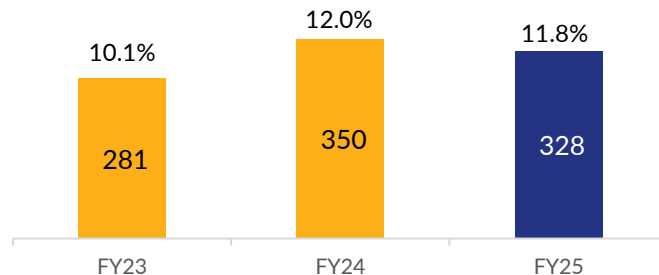
PBT (₹ in Cr.) & Margin (%)



PAT (₹ in Cr.) & Margin (%)



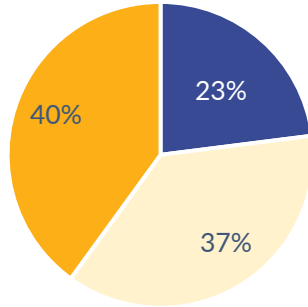
Cash PAT (₹ in Cr.) & Margin (%)



Annual Financial Highlights – FY25 Revenue Mix

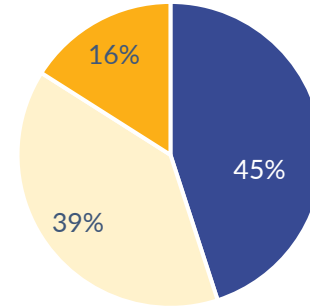
Brand-Wise Revenue Mix

■ Hawaii ■ Flite ■ Sparx



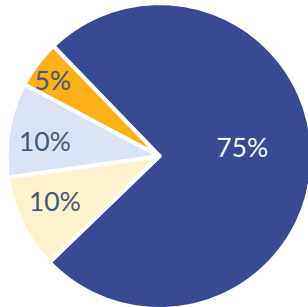
Brand-Wise Volume Mix

■ Hawaii ■ Flite ■ Sparx



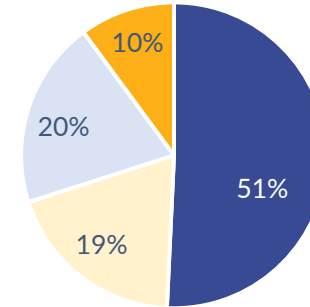
Channel-Wise Revenue Mix

■ General Trade ■ New Channel ■ Retail ■ Export



Region-Wise Revenue Mix *

■ North ■ East ■ West ■ South

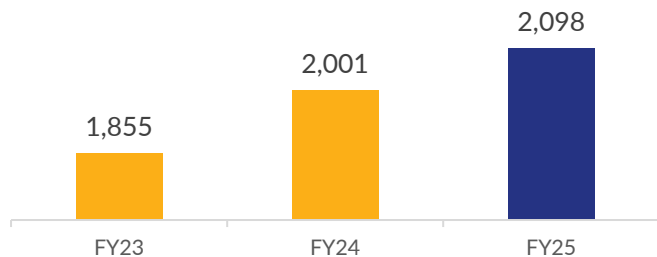


* For General Trade

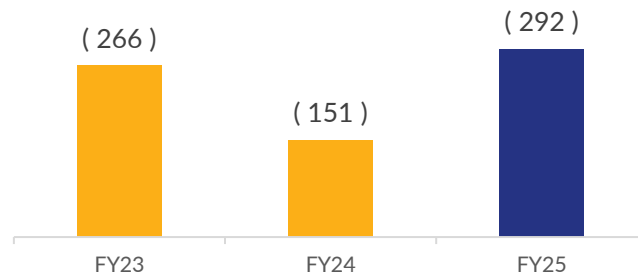
Annual Financial Highlights – Balance Sheet

(₹ in Cr.)

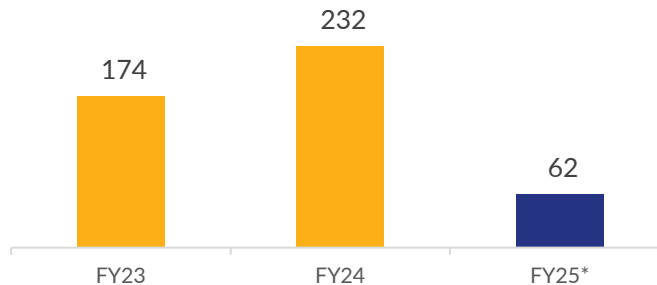
Net Worth



Net Debt

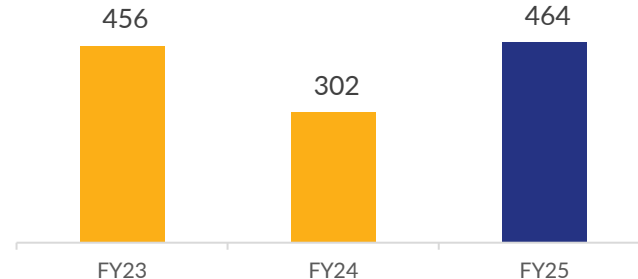


Capex



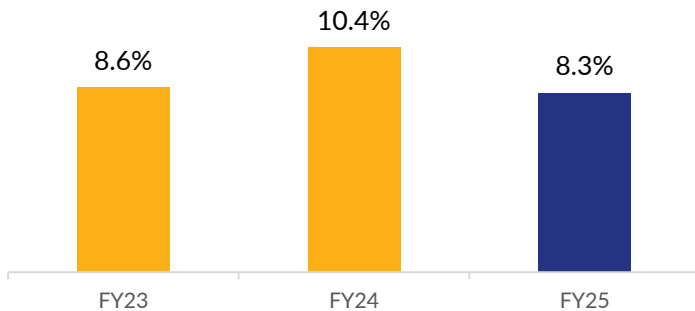
* Net of Financial Assistance

Cash Generated from Operations

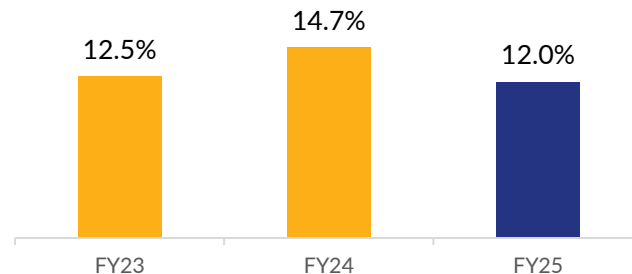


Annual Financial Highlights – Key Financial Ratios

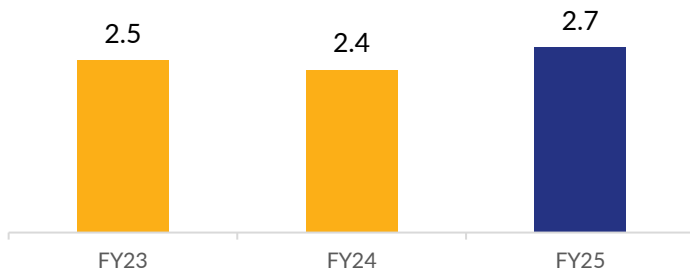
ROE (%)



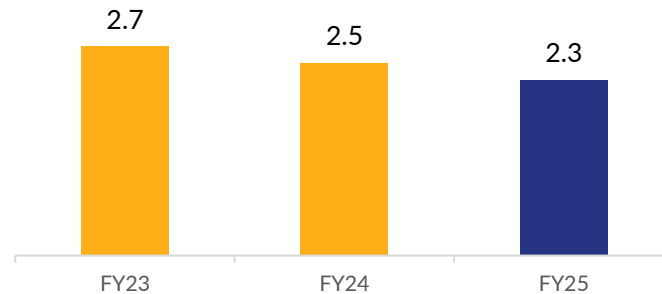
ROCE (%)



Current Ratio (x)



Fixed Asset Turnover Ratio (x)



Statement of Profit & Loss – Q1FY26

Particulars (₹ in Cr.)	Q1FY26	Q1FY25	Y-o-Y	Q4FY25	Q-o-Q	FY25	FY24	Y-o-Y
Revenue from Operations	654.49	748.19	(12.52%)	695.15	(5.85%)	2,789.61	2,914.06	(4.27%)
Other Income	11.32	5.43		8.09		26.96	28.86	
Total Income	665.81	753.62	(11.65%)	703.24	(5.32%)	2,816.57	2,942.92	(4.29%)
Cost of Materials Consumed, including Packing Material	247.86	310.35		217.56		1,037.83	1,156.74	
Purchases of Stock-in-Trade	22.03	21.89		27.79		105.57	85.10	
Changes in Inventories of Finished Goods, Stock-in-Trade and Work-in-Progress	(20.14)	(47.57)		68.01		5.53	(22.14)	
Employee Benefits Expense	105.51	109.56		88.78		400.55	389.10	
Other Expenses	199.78	255.06		180.96		858.13	898.67	
Total Operating Expenses	555.04	649.29		583.10		2,407.61	2,507.47	
EBITDA	99.45	98.90	0.56%	112.05	(11.24%)	382.00	406.59	(6.05%)
EBITDA Margin	15.20%	13.22%	198 bps	16.12%	(92 bps)	13.69%	13.95%	(26 bps)
Finance Costs	5.21	4.89		5.41		20.66	18.69	
Depreciation and Amortisation Expense	39.65	39.11		39.37		158.43	147.49	
Profit Before Tax (PBT)	65.91	60.33	9.25%	75.36	(12.54%)	229.87	269.27	(14.63%)
PBT Margin	10.07%	8.06%	201 bps	10.84%	(77 bps)	8.24%	9.24%	(100 bps)
Tax Expense	17.01	15.96		19.14		59.54	68.80	
Profit for the Period (PAT)	48.90	44.37	10.21%	56.22	(13.02%)	170.33	200.47	(15.03%)
PAT Margin	7.47%	5.93%	154 bps	8.09%	(62 bps)	6.11%	6.88%	(77 bps)
Basic EPS (₹)	1.96	1.78	10.11%	2.26	(13.27%)	6.84	8.05	(15.03%)

Balance Sheet

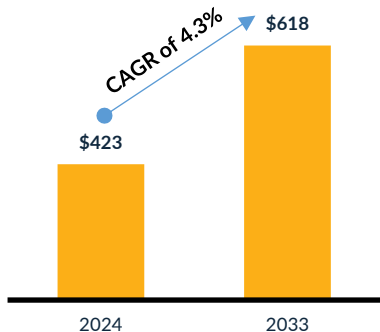
EQUITY AND LIABILITIES (₹ in Cr.)	FY25	FY24	ASSETS (₹ in Cr.)	FY25	FY24
Equity			Non-Current Assets		
Equity Share Capital	24.89	24.89	Property, Plant and Equipment	959.75	1,006.30
Other Equity	2073.18	1,976.22	Capital Work-in-Progress	53.21	32.52
	2098.07	2,001.11	Intangible Assets	12.99	21.95
Liabilities			Intangible Assets under Development	0.68	0.75
Non-Current Liabilities			Right-of-Use Assets	371.48	342.85
Financial Liabilities			Financial Assets		
Lease Liabilities	168.58	150.43	Investments	73.87	24.79
Other Financial Liabilities	0.55	-	Loans	0.08	0.13
Provisions	21.13	19.18	Other Financial Assets	21.00	20.71
Deferred Tax Liabilities (Net)	23.32	23.74	Other Non-Current Assets	34.81	17.52
	213.58	193.35		1,527.87	1,467.52
Current Liabilities			Current Assets		
Financial Liabilities			Inventories	557.59	598.80
Borrowings	-	18.54	Financial Assets		
Lease Liabilities	43.94	36.00	Investments	269.14	82.87
Trade Payables			Trade Receivables	312.05	357.74
Total Outstanding Dues	196.90	254.67	Cash and Cash Equivalents	22.37	40.35
Other Financial Liabilities	80.23	99.07	Bank Balances other than Cash and Cash Equivalents	19.69	57.35
Other Current Liabilities	77.53	67.75	Loans	0.45	0.54
Provisions	46.12	40.10	Other Financial Assets	2.78	2.00
Current Tax Liabilities (Net)	6.10	3.32	Other Current Assets	50.53	106.74
	450.82	519.45		1,234.60	1,246.39
Total Equity and Liabilities	2,762.47	2,713.91	Total Assets	2,762.47	2,713.91

Industry Overview

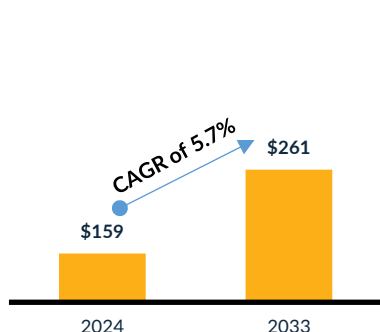
Attractive dynamics of the Indian footwear industry

Indian Footwear Market is expected to grow at much faster pace as compared to Asia Pacific & Global Footwear Market

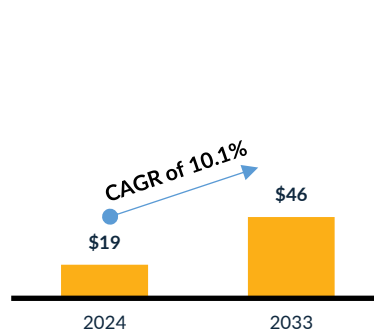
Global Footwear Market Size
(In US\$ billion)



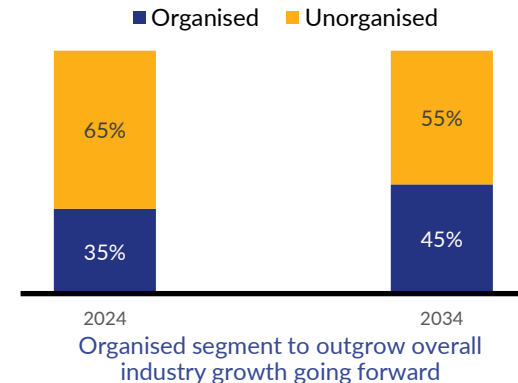
Asia-Pacific Footwear Market
(In US\$ billion)



Indian Footwear Market Size
(In US\$ billion)



Improving share of Organised footwear market – India

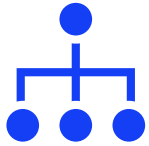


Emerging Trends in the Indian footwear industry

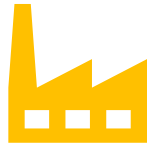
- Increasing Demand for Sport Shoes – Customers prioritizing Health & Wellness, shifting focus towards specially designed shoes providing comfort, durability, & specific features for different sports
- Digital Transformation – Online shopping, virtual try-ons, Investments in R&D on new technologies, Smart shoes, and AI-powered personalization are reshaping customer experiences
- Millennial Consumer Choices – Trends like personal style and self-expression highly affect demand
- Sustainability and Eco-Friendly Materials – Consumers prefer footwear made from recycled and sustainable materials

Key Strengths

Key Strengths



**Diversified Product
Portfolio**



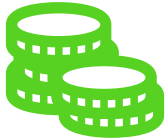
**Manufacturing
Excellence**



**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



India's Retail Champions Awards
(Category - Footwear) 2025



1st Place for Excellent Export Performance (Non-Leather Footwear) 2023-2024



Best Supply Chain Reach Strategy
ISCM Supply Chain Ranking 2024



Prithvi Awards 2024
Recognition to Sustainability Icons



Northern Region Export Excellence Award 2023



Ministry of Commerce and Industry
Government of India

Status of Three Star Export House 2023



2nd Place for Excellent Manufacturing & Export Performance 2022-2023



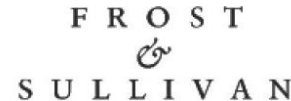
Amongst India's Top 500 Companies 2021



India's Top 500 Company - 2021
Rank 444



India's Most Valuable Company-2019
Rank 220



India Manufacturing Excellence Awards 2019



India's Top Mid Size Company-2019
Rank 11

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



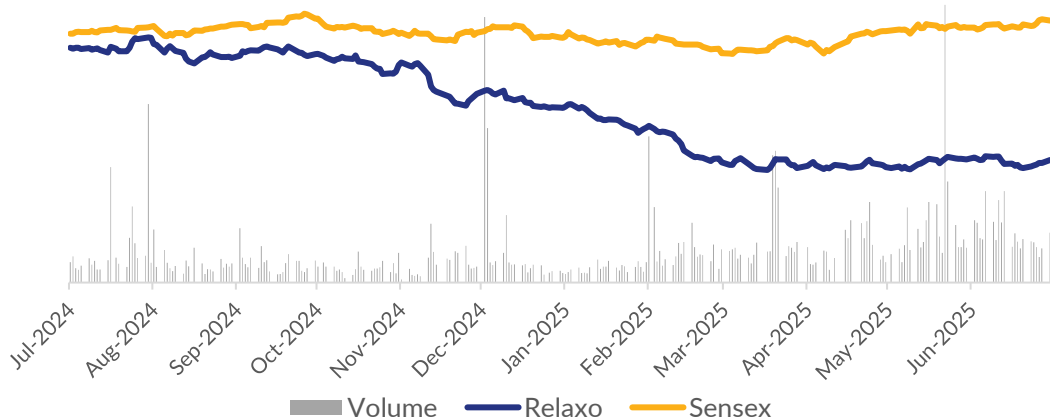
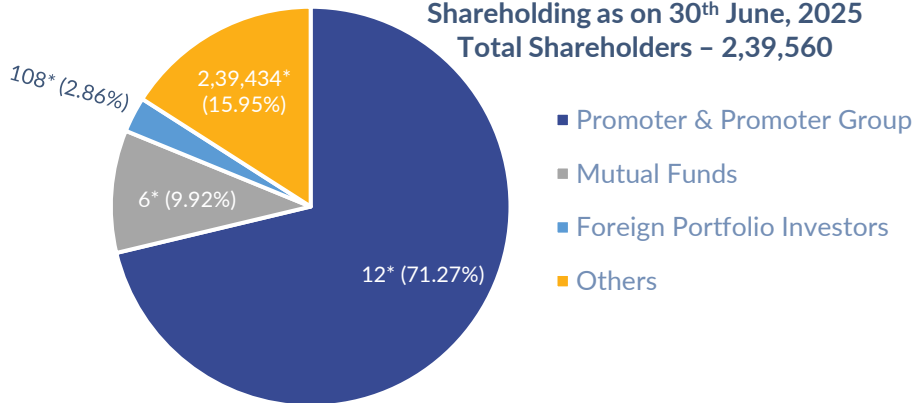
Plantation Drive



Water Conservation Project

Shareholding Pattern

Shareholding as on 30th June, 2025
Total Shareholders - 2,39,560



Volume Relaxo Sensex

Shareholder Information as on
30th June 2025

BSE Ticker	530517
NSE Ticker	RELAXO
Market Cap (₹ in Cr)	10,828
% Free- float	28.73%
Shares Outstanding (in Cr)	24.89
3M ADTV (Shares)	2,12,949
Enterprise Value (₹ in Cr)	10,824
52 Week High (₹)	888.20
52 Week Low (₹)	390.35
52 Week ADTV (₹ in Cr)	8.0

Thank You