



Relaxo Footwears Limited

Aggarwal City Square, Plot No. 10, Mangalam Place, District Center, Rohini Sector-3, Delhi – 110085
Website: www.relaxofootwear.com



Ramesh Kumar Dua
 Managing Director

Top 500 Ranking	Income	328	Net Profit	272	Networth	350
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About the Company

Incorporated in 1984, Relaxo is the largest* footwear manufacturer in India, serving the nation from last four decades, and is today ranked among the top 500 Most Valuable Companies with its shares listed at BSE Limited (BSE) and National Stock Exchange of India (NSE).

Relaxo is synonymous with quality products at affordable prices, manufacturing slippers, sandals and sports & casual shoes at 8 State of the Art manufacturing facilities.

Its most popular brands – Relaxo, Sparx, Flite & Bahamas are a leader in their space.

Relaxo, an iconic brand synonymous with rubber slippers, is the most versatile footwear for all segments of society while Flite is a popular range of fashionable and semi-formal slippers.

Sparx reflects the attitude, style, dynamism and spirit of young India and offers sports shoes, sandals & slippers and the colourful range of Bahamas casual flip flops exude the spirit of freedom, fun and modernity of youth.

Having a pan India distribution footprint, Relaxo also operates a 400+ strong network of own retail outlets, with availability on all major e-commerce portals as well.

Business Profile

Over the years, Relaxo has taken great strides backed by strong fundamentals of operating model and focus on the long-term business plan. The company continues to follow its strategy of providing customer relevant quality products at affordable prices & branding them.

The company has successfully leveraged celebrity marketing to build brand recall and customer trust. Relaxo has engaged top notch Bollywood stars as Salman Khan, Akshay Kumar and Ranveer Singh to endorse its brands.

The company conducts sales through wholesale, export, modern trade channels and EBOs (Exclusive Brand Outlets). The products are available online at www.relaxofootwear.com and also on most of the reputed online shopping portals.

Export Operations

Commencing operations in 2007, today Relaxo is exporting shoes, slippers & sandals to South East Asia, SAARC, GCC, Africa and LATAM and competing with global brands. Council of Leather Exports has awarded first position for Excellent Export performance in Non-Leather Footwear category, 5 times in a row.

Corporate Social Responsibility

At Relaxo, CSR initiatives are committed towards the development of deprived communities, through sustainable projects in areas of education & skill development and health & hygiene. During FY'20, eight projects were implemented in States of Delhi, Haryana, Rajasthan and Uttarakhand, impacting lives of nearly 115,000 people.

Major Highlights of FY20

- The company sold 179.2 mn pairs of footwear in FY20.
- Relaxo reported sales of ₹ 24.10 bn in FY20 as against ₹ 22.92 bn in FY19, reporting a y-o-y growth of 5.15 % in sales.
- The company increased Relaxo Retail Stores from 343 by end of FY19 to 390 by end of FY20.

Financial Snapshot 2021 (In ₹ mn)		Ratios	
Total Income	23819.2	NPM (%)	12.24
Net Profit	2915.6	RONW (%)	18.54
Networth	15,724.1	Current Ratio (times)	2.40

* in terms of volume (no. of pairs of footwear manufactured during FY20)

Financial Snapshot (In ₹ mn)	
Total Income	24,195.3
Net Profit	2,262.5
Networth	12,724.0

Ratios	
NPM (%)	9.4
RONW (%)	17.8
Current Ratio (times)	1.9

(As on Mar 31, 2020)

Management Details

Managing Director

Ramesh Kumar Dua

Executive Directors

Mukand Lal Dua

Nikhil Dua

Deval Ganguly

Chief Financial Officer

Sushil Batra

Company Secretary & Compliance Officer

Vikas Kumar Tak