

## Investor Release

# Lux Industries reports Q4 & FY19 Results

**April 22, 2019, Kolkata** - Lux Industries Limited, one of India's largest hosiery producer and exporter announced its Audited Standalone Financial Results for the Quarter and Year ended 31<sup>st</sup> March 2019.

### Key Standalone Financial Highlights are as follows:

Particulars (Rs. Crs.)	Q4 FY19	Q4 FY18	Y-o-Y	FY19	FY18	Y-o-Y
Income from Operations	394.6	332.9	19%	1,217.9	1,079.4	13%
EBITDA	65.4	57.9	13%	189.5	156.1	21%
EBITDA Margin (%)	16.6%	17.4%		15.6%	14.5%	
Profit After Tax	37.6	30.4	24%	101.3	77.9	30%
PAT Margin (%)	9.5%	9.1%		8.3%	7.2%	

### **Commenting on the Industry Trends, Mr. Ashok Kumar Todi, Chairman said,**

"We are very pleased to end FY19 on a positive note. With mounting need for quality and comfort along with fashion in the innerwear industry, there has been a major shift in the industry and has helped the organised innerwear segment to gain its market share from the unorganised players.

Today people look for brands which provide innovative product lines and optimum style without compromising on quality and comfort. Lux Industries has been in the forefront creating milestones within the hosiery industry and taking the brands across national and international borders by identifying such market needs and deliver products which are widely accepted.

Lux Industries continues to expand its portfolio into high value and niche segments. Our agreement with CSE Consultancy LLP, licence owner of brand One8 with our premium brand ONN to manufacture and market its products globally will help us increase our share in the premium portfolio. During the current quarter we are seeing good traction for the product in the market.

On the merger front, we are in the process of evaluating various options to complete the merger of J.M. Hosiery & Co. Ltd. and Ebell Fashions Pvt. Ltd. with Lux Industries Limited and expect it to be completed as soon as possible after meeting all the regulatory requirements and processes."



**Commenting on the Results, Mr. Pradip Kumar Todi, Managing Director said,**

“For the Year 31<sup>st</sup> March 2019, our Total Revenue stood at Rs. 1,218 Crores as against Rs. 1,079 Crores in FY18 reporting a growth of 13%. EBITDA and PAT were at Rs. 190 Crores and Rs. 101 Crores respectively. Our EBITDA Margins improved by 110 basis points to 15.6%. Our PAT Margins have seen an improvement of by 110 basis points to 8.3%. Our focus has been to reduce our working capital requirements, and, for the year FY19, we have been able to significantly improve our operating cash flows. Our Operating Cash Flows for FY19 turned positive to Rs. 185 crores. Going forward, our aim is to reduce the working capital cycle further.

The Board has recommended a Final Dividend of Rs. 3.5 per equity share of Rs. 2 each (175% of Face Value)

Innovation is the key to success in every industry, and Lux is no different. We have always focused on constantly launching new products to cater the change in consumer demands. During the current quarter we have launched India’s first scented vest range under our brand Lux Cozi. To fight the rising mercury during summers the refreshing scented vests will be a landmark product in the men’s innerwear category.

By being the pioneer to launch scented vests in India, Lux will be able to grab the market share. We intend to launch many more products in the coming months that will add to our market leadership. With this new range of vests, Lux Cozi is taking a phenomenal leap in the process of creating value-based products keeping in mind the essential necessity and aspirational style quotient of India.

At Lux we have been continuously working on improving financial and operational efficiencies. Our growth in profitability is mainly attributable to changing product mix, optimum capacity utilisation and focussed marketing and brand building initiatives.”

**Pictures of the Event marking the launch of Scented Vest**



### **About Lux Industries Limited**

Lux Industries Limited, incorporated in 1995 is one of the largest players in the hosiery business having a market share of ~20% of the organised industry. Products include Men's, Women's & Kids Innerwear, Winterwear, Socks & Slacks for Women in varied colors and designs. The company has ~5,000 SKU's under various Brands and Sub Brands of LUX. With focus on growing exclusive retail outlets and in providing customers with a seamless buying experience, the company's products are available in ~4,50,000 retail points spread across India. LUX has a presence across the globe with exports to 47 countries.

### **Safe Harbor Statement**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

**For further information, please contact**

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