

Investor Release

Lux Industries reports strong Q2 & H1 FY19 Results

November 02, 2018, Kolkata - Lux Industries Limited, one of India's largest hosiery producer and exporter announced its Unaudited Standalone Financial Results for the Quarter and Half Year ended 30th September 2018.

Key Standalone Financial Highlights are as follows:

Particulars (Rs. Crs.)	Q2 FY19	Q2 FY18	Y-o-Y	H1 FY19	H1 FY18	Y-o-Y
Income from Operations*	277.0	211.4	31%	540.3	457.6	18%
EBITDA*	43.2	28.7	51%	81.6	61.0	34%
EBITDA Margin (%)	15.6%	13.6%	+200 bps	15.1%	13.3%	+180 bps
Profit After Tax	21.4	13.3	61%	40.1	29.0	38%
PAT Margin (%)	7.7%	6.3%	+140 bps	7.4%	6.3%	+110 bps

* Includes Other Income

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

"We are very glad to report a good growth in spite of relatively subdued consumer demand and tightening liquidity. Being one of the leaders in the industry, Lux has always been proactive and the developments which we have undergone in the recent past are helping us yield strong results and has also helped us strengthen our market share in the country. With the festive season coming in we expect a strong demand momentum to continue in the coming quarters.

During this year, the Board of Directors have proposed and approved the scheme of merger of J. M. Hosiery & Co. Limited (JMHCL) and Ebell Fashions Private Limited (EFPL) with Lux Industries Limited which is on track and will help Lux strengthen its presence across geographies and product categories. The total revenues of Lux Industries including J. M. Hosiery and Ebell Fashions has grown by 30% to Rs. 410 crores in Q2 FY19. For H1FY19 the Consolidated revenue grew by 20% to Rs. 815 crores



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

“Our company has posted robust performance for the Half Year. Our revenues grew by 18% to Rs. 540 Crores. EBITDA and PAT were at Rs.82 Crores and Rs. 40 Crores respectively for H1 FY19, a growth of 34% and 38% respectively.

Our EBITDA Margins have seen a significant improvement by 180 basis points to 15.1% majorly on account of increase in value added products and overall cost efficiency measures. We have also seen a healthy improvement in PAT Margins by 110 basis points to 7.4%

Our agreement with CSE Consultancy LLP licence owner of brand One8 to manufacture and market its products globally is at the nascent stage and is on track. This will help Lux strengthen its presence in the premium segment. With our continued branding effort for our winter brand ‘Inferno’ we expect momentum to continue in the coming quarters.

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.



AboutLux 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.

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